



<https://jobable.govhelp.in/job/phone-sales-specialist-all-job-for-you-zomato-vacancy/>

## Phone Sales Specialist – All Job For You – Zomato Vacancy

### Job Location

India  
Remote work from: IND

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### Base Salary

USD 12 - USD 20

### Qualifications

Graduate, 12th

### Employment Type

Full-time

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### Description

## Phone Sales Specialist

Zomato is a leading online food ordering and delivery platform, connecting millions of hungry customers with their favorite restaurants. We're a fast-paced, innovative company passionate about revolutionizing the food industry. As a Phone Sales Specialist, you'll play a crucial role in expanding our reach and partnerships, contributing directly to our growth story.

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## Zomato Careers

### Responsibilities:

- Proactively reach out to potential restaurant partners via phone calls to discuss Zomato's offerings and their benefits.
- Negotiate and close deals with restaurants, tailoring packages and addressing their concerns to achieve sales targets.
- Build strong relationships with restaurant partners, providing excellent customer service and ensuring their satisfaction.
- Collect and update restaurant information on the Zomato platform, ensuring accuracy and completeness.
- Stay informed about market trends and competitor offerings to effectively present Zomato's value proposition.
- Contribute to team discussions and share learnings to improve sales strategies and processes.

### Hiring organization

Zomato

### Date posted

February 12, 2024

### Valid through

31.08.2024

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### **Zomato Jobs Near Me**

#### **Skills:**

- **Excellent communication and persuasion skills:** You can clearly articulate complex information, address objections confidently, and build rapport with stakeholders.
- **Target-oriented and driven:** You thrive in a results-oriented environment and are passionate about exceeding goals.
- **Strong negotiation and closing skills:** You can effectively negotiate win-win agreements and close deals confidently.
- **Customer-centric approach:** You prioritize building positive relationships and providing exceptional service to restaurants.
- **Adaptability and quick learning:** You can quickly grasp new concepts and adjust to changing situations.
- **Proficiency in Microsoft Office Suite:** You can efficiently navigate Word, Excel, and other relevant software.

#### **Tags:**

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