



<https://jobable.govhelp.in/job/sales-person-all-india-jobs-vacancy-hiring-in-zomato/>

## Sales Person – All India Jobs – Vacancy Hiring in Zomato

### Job Location

India  
Remote work from: IND

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### Base Salary

USD 11 - USD 21

### Qualifications

Graduate, 12th

### Employment Type

Full-time

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### Description

## Sales Person

As a Sales Person at Zomato, you'll be the bridge between our innovative food tech solutions and the vibrant restaurant community. You'll play a pivotal role in helping restaurants thrive on our platform, while ensuring a seamless and delightful experience for our users.

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## Zomato Careers

### Responsibilities:

- **Prospect and onboard restaurants:** Identify and approach new restaurant partners, understanding their unique needs and showcasing how Zomato can empower their business.
- **Craft winning proposals:** Tailor solutions and pricing plans that resonate with each restaurant, effectively communicating the value proposition of Zomato's offerings.
- **Negotiate and close deals:** Confidently navigate negotiations, securing win-win partnerships that benefit both restaurants and Zomato.
- **Build strong relationships:** Foster long-term, collaborative partnerships with restaurants, providing ongoing support and addressing their concerns effectively.
- **Stay ahead of the curve:** Keep yourself updated on industry trends, competitor offerings, and Zomato's evolving solutions to deliver the best

### Hiring organization

Zomato

### Date posted

February 1, 2024

### Valid through

31.08.2024

APPLY NOW

possible value to restaurants.

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### **Zomato Jobs Near Me**

#### **Skills:**

- **Passionate about food and the restaurant industry:** You're a foodie at heart, with a genuine understanding of the challenges and opportunities restaurants face.
- **Sales prowess:** You have a proven track record of exceeding sales targets, ideally in a B2B environment.
- **Communication maestro:** You can articulate complex ideas clearly and concisely, adapting your approach to different audiences.
- **Relationship builder:** You excel at building trust and rapport, fostering strong connections with diverse stakeholders.
- **Tech-savvy:** You're comfortable with technology and eager to learn new platforms and tools.
- **Resilient and results-oriented:** You thrive in a dynamic environment, embracing challenges and consistently exceeding expectations.

#### **Tags:**

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