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Swiggy Latest Job – Free Job – Private Job For Phone Sales Specialist

Hiring organization
Swiggy

Job Location

India

Remote work from: IN; US; AU; NZ; HK; JP; KZ; MY; SG; TW; TH; UZ; VN; AT; BY; BE; DK; FR; DE; GR; NL; RU; ES; CH; UK; GB; DZ; KW; MA; QA; SA; MX; AE; CA; GT; DO

Date posted

March 23, 2024

Valid through

31.12.2024

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Base Salary

USD 11 - USD 20

Qualifications

12th Pass, Graduate, Post Graduate

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Employment Type

Full-time

Description

Swiggy Recruitment 2024

Do you have a passion for connecting with people and helping them discover the joy of delicious food? Are you driven to achieve success and build strong relationships?

If so, then a career as a Phone Sales Specialist at Swiggy might be the perfect fit for you! In this exciting role, you'll play a pivotal role in expanding Swiggy's reach by connecting with potential customers and introducing them to the vast array of restaurants and services available on our platform.

Swiggy Jobs Near Me

Swiggy is India's leading online food ordering and delivery platform, revolutionizing the way people connect with their favorite restaurants. We're a passionate team dedicated to providing a seamless and delightful experience for both customers and restaurant partners. As a Swiggy Phone Sales Specialist, you'll be at the forefront of this mission, forging connections and driving growth for our ever-expanding business.

Summary

We're looking for a talented and motivated Phone Sales Specialist to join our dynamic team and play a key role in expanding Swiggy's customer base. This

remote position offers the flexibility to work from anywhere in India, allowing you to build a successful career while maintaining a comfortable work-life balance.

In this role, you'll leverage your communication skills and sales acumen to connect with potential customers, understand their needs, and introduce them to the benefits of using Swiggy. You'll be responsible for generating leads, qualifying prospects, and converting them into loyal Swiggy users.

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Key Responsibilities

- Develop a deep understanding of Swiggy's offerings, including restaurant options, delivery services, and loyalty programs.
- Utilize effective communication skills to connect with potential customers via phone calls.
- Actively listen to customer needs and concerns, providing personalized recommendations and solutions.
- Clearly present the benefits of using Swiggy, highlighting its convenience, variety, and value proposition.
- Overcome objections and skillfully guide customers through the signup process.
- Achieve and exceed assigned sales targets through effective lead generation and conversion strategies.
- Maintain accurate records of customer interactions and sales activities in our CRM system.
- Collaborate with the wider Swiggy team to ensure a seamless customer experience.

Required Skills and Qualifications

- Excellent communication and interpersonal skills, with the ability to build rapport and trust over the phone.
- A strong understanding of customer service principles and a commitment to exceeding customer expectations.
- A results-oriented approach with a drive to achieve and exceed sales targets.
- The ability to effectively handle objections and navigate challenging phone conversations.
- Proficiency in using computers and CRM software.
- A positive and enthusiastic attitude with a passion for the food and service industry (preferred).

Experience

This role is open to both freshers and experienced candidates. We value strong communication skills, a dedication to customer service, and a drive to succeed.

For freshers, we offer comprehensive training and support to equip you with the knowledge and skills you need to excel in this role.

Experienced candidates should possess a proven track record of success in sales or a related field.

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Why Join Swiggy?

Swiggy offers a dynamic and rewarding work environment where you can make a real impact. Here are just a few reasons why you'll love being part of our team:

- **Make a Difference:** Play a vital role in connecting people with their favorite food and growing Swiggy's customer base.
- **Remote Work:** Enjoy the flexibility of working from anywhere in India, fostering a healthy work-life balance.
- **Career Growth:** Develop your sales skills and gain valuable experience in the fast-paced world of e-commerce.
- **Positive Work Environment:** Collaborate with a supportive and passionate team that is dedicated to success.
- **Competitive Compensation & Benefits:** Receive a competitive salary and benefits package to recognize your contributions.
- **Learning & Development:** Continuously learn and grow with access to training programs and development opportunities.

Application Process

If you're a highly motivated individual with a passion for sales and connecting with people, we encourage you to apply! Submit your resume and a cover letter outlining your skills and experience to [email address removed].

We look forward to hearing from you!

Join the Swiggy Family

At Swiggy, we're more than just a food ordering platform. We're a community of passionate individuals dedicated to making food discovery a delightful experience for everyone. If you're looking for a challenging and rewarding career opportunity with a company that values its people, then Swiggy is the place for you.

We invite you to join our team and play a key role in shaping the future of food delivery in India.

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