

Tata Motors Jobs – Remote Jobs – Job Seeker For Advertising Salesperson

Hiring organization

Tata Motors

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 26, 2024

Valid through

31.12.2024

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Base Salary

USD 12 - USD 23

Qualifications

Graduate, Post Graduate

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Employment Type

Full-time

Description

Tata Motors Recruitment 2024

Are you a driven and results-oriented individual with a passion for the automotive industry? Do you thrive in a fast-paced environment and enjoy building strong relationships? If so, then a career in Advertising Sales at Tata Motors could be the perfect opportunity for you!

Tata Motors Jobs Near Me

Tata Motors is a leading global automobile manufacturer with a diverse product portfolio that includes cars, commercial vehicles, electric vehicles, and more. We're on a mission to shape the future of mobility, and we're looking for talented individuals to join our team and help us achieve our goals.

Summary

In this exciting role, you'll play a pivotal role in driving sales growth for Tata Motors' advertising inventory. You'll be responsible for prospecting for new clients, developing and delivering compelling sales presentations, and negotiating and closing deals. You'll also work closely with our marketing and design teams to create targeted advertising campaigns that resonate with our target audience.

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Key Responsibilities

- Develop and execute a comprehensive sales strategy to achieve assigned targets.

- Prospect for new clients within your designated territory, identifying potential opportunities through market research and lead generation.
- Build strong relationships with clients, understanding their needs and objectives.
- Craft compelling sales presentations that showcase the value proposition of Tata Motors' advertising solutions.
- Negotiate contracts and close deals, ensuring profitability while exceeding client expectations.
- Manage existing client relationships, providing ongoing support and ensuring customer satisfaction.
- Stay up-to-date on industry trends and competitor offerings to ensure you can effectively position Tata Motors' advertising solutions.
- Work collaboratively with the marketing and design teams to develop targeted advertising campaigns.
- Prepare and deliver sales reports, analyzing data to track progress and identify areas for improvement.

Required Skills and Qualifications

- Bachelor's degree in Marketing, Business Administration, Communications, or a related field (or equivalent experience).
- Minimum of 2 years of experience in advertising sales, preferably within the automotive industry.
- Proven track record of exceeding sales targets.
- Excellent communication, presentation, and interpersonal skills.
- Strong negotiation and persuasion skills.
- Ability to build and maintain strong relationships with clients.
- Excellent analytical and problem-solving skills.
- Proficient in Microsoft Office Suite (Word, Excel, PowerPoint).
- A passion for the automotive industry and a strong understanding of marketing principles.

Experience

This role is open to both experienced advertising sales professionals and talented individuals with a strong academic background and a demonstrable passion for the automotive industry. We are eager to find the right candidate who possesses the necessary skills and drive to succeed in this fast-paced environment.

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Why Join Tata Motors ?

At Tata Motors, you'll have the opportunity to work for a leading global company that is at the forefront of the automotive industry. You'll be surrounded by talented and passionate colleagues who are committed to innovation and excellence. We offer a competitive compensation and benefits package, as well as a positive and collaborative work environment. Here are some additional benefits of joining our team:

- Opportunity to work on cutting-edge projects and technologies.
- Competitive salary and benefits package.
- Career development opportunities and training programs.
- Dynamic and collaborative work environment.
- Be part of a company that is shaping the future of mobility.

Application Process

To apply for this exciting opportunity, please submit your resume and cover letter online. In your cover letter, please tell us why you're interested in this role and what you can bring to the Tata Motors team.

Motivate to Join

We are looking for a highly motivated and results-oriented individual who is eager to contribute to the success of Tata Motors. If you're a self-starter with a passion for the automotive industry, then we encourage you to apply!

General Overview

This advertising sales role at Tata Motors offers a unique opportunity to combine your sales skills with your passion for the automotive industry. You'll play a key role in driving sales growth for Tata Motors' advertising inventory, working closely with clients to develop and execute targeted advertising campaigns. If you're looking for a challenging and rewarding career in a fast-paced environment, then this role is for you!

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