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Zomato Careers – All Jobs For You – Phone Sales Specialist Posts

Hiring organization
Zomato

Job Location

India
Remote work from: IND

Date posted
March 16, 2024

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Valid through
31.08.2024

Base Salary

USD 11 - USD 21

APPLY NOW

Qualifications

Graduate, 12th

Employment Type

Full-time

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Description

Zomato Recruitment 2024

In this dynamic role, you'll play a crucial role in expanding Zomato's reach by building relationships with restaurant partners over the phone. You'll be responsible for educating them about Zomato's offerings, highlighting the value proposition for their business, and ultimately closing deals.

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Zomato Careers

Responsibilities:

- **Outbound Calling:** You'll be prospecting for new restaurant partners, making outbound calls to introduce Zomato's services and discuss their needs.
- **Building Relationships:** You'll develop strong relationships with restaurant owners and managers, understanding their unique challenges and demonstrating how Zomato can help them achieve their goals.
- **Closing Deals:** You'll present Zomato's subscription plans and packages in a clear and compelling way, negotiating terms and closing deals to bring new restaurants onto the platform.

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Zomato Jobs Near Me

Skills:

- **Excellent Communication Skills:** You possess exceptional verbal communication skills, with the ability to clearly explain complex information and tailor your approach to resonate with different audiences.
- **Sales Drive & Determination:** You're a highly motivated individual with a strong sales drive and a commitment to achieving targets.
- **Relationship Building:** You have a natural ability to build rapport with people, fostering trust and creating lasting partnerships.

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