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Flipkart Jobs Part Time/ Area Sales Manager – Flipkart Latest Opportunity

Hiring organization
Flipkart

Job Location

India
Remote work from: IND

Date posted

February 19, 2024

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Valid through

31.08.2024

Base Salary

USD 13 - USD 27

APPLY NOW

Qualifications

10th/12th Passed

Employment Type

Full-time

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Description

Flipkart Jobs Part Time

As an Area Sales Manager at Flipkart, you will play a crucial role in driving sales growth within your assigned territory. You will be responsible for building and managing relationships with key brands and sellers, developing strategic sales plans, and achieving ambitious targets. You will be the face of Flipkart in your territory, and your success will directly contribute to the company's overall growth.

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Flipkart Careers

Responsibilities:

- Develop and execute strategic sales plans for your assigned territory, exceeding sales targets and growing market share.
- Build and manage strong relationships with key brands and sellers, understanding their needs and providing them with tailored solutions.
- Negotiate and close deals, ensuring mutually beneficial partnerships that drive growth for both Flipkart and its partners.
- Identify and develop new sales opportunities within your territory, staying ahead of market trends and competitor activity.
- Analyze market data and competitor activity to develop insights that inform your sales strategies.
- Contribute to the development and implementation of sales initiatives and programs.
- Coach and mentor a team of sales representatives, fostering a culture of

high performance and collaboration.

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Flipkart Jobs Near Me

Skills:

- Proven track record of success in sales, ideally within the e-commerce industry.
- Strong communication and interpersonal skills, with the ability to build rapport and trust with stakeholders.
- Excellent negotiation and deal-closing skills.
- Strategic thinking and analytical abilities.
- Ability to work independently and as part of a team.
- Strong time management and organizational skills.
- Proficiency in MS Office Suite and CRM software.

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