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Flipkart Jobs Part Time/ B2B Sales Specialist – Flipkart Job Card

Hiring organization
Flipkart

Job Location

India
Remote work from: IND

Date posted

February 24, 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 a B2B Sales Specialist, you will play a crucial role in expanding Flipkart's reach and impact within the B2B segment. You'll be responsible for identifying and prospecting potential clients, building strong relationships, and crafting compelling solutions that address their unique business needs. You'll work closely with internal stakeholders to ensure seamless onboarding and ongoing support, ultimately driving revenue growth and exceeding client expectations.

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Flipkart Careers

Responsibilities:

- **Prospect and identify:** Actively research and identify potential B2B clients across different industries and segments.
- **Build relationships:** Develop and nurture strong relationships with key decision-makers, understanding their specific needs and challenges.
- **Craft solutions:** Present customized e-commerce solutions aligned with client goals and objectives, highlighting the value proposition of Flipkart's B2B offerings.
- **Negotiate and close deals:** Negotiate competitive terms and contracts, securing successful client onboarding and driving revenue generation.
- **Maintain and grow accounts:** Provide ongoing support to existing clients, ensuring their satisfaction and identifying opportunities for further growth.
- **Collaborate effectively:** Work closely with internal teams, including

product, marketing, and operations, to ensure a smooth and successful client experience.

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Flipkart Jobs Near Me

Skills:

- Excellent communication and interpersonal skills, with the ability to build rapport and trust with clients.
- Strong presentation and negotiation skills, with the ability to persuasively advocate for Flipkart's solutions.
- Proven ability to achieve sales targets and exceed expectations.
- Excellent analytical and problem-solving skills.
- Strong understanding of e-commerce and B2B sales principles.
- Proficiency in Microsoft Office Suite and CRM tools.

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