



<https://jobroll.govhelp.in/job/zomato-job-seeker-zomato-fast-job-job-alert-for-advertising-salesperson-post/>

Zomato Job Seeker – Zomato Fast Job – Job Alert For Advertising Salesperson Post

Hiring organization

Zomato

Job Location

India

Remote work from: IN

Date posted

March 17, 2024

Valid through

31.08.2024

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Base Salary

USD 12 - USD 18

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Qualifications

12th, Any Graduate

Employment Type

Full-time

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Description

Zomato Recruitment 2024

At [Your Company Name], we believe in the power of connecting people with great food experiences. As a leading player in the food and dining industry, we are seeking a dynamic and results-driven Advertising Salesperson to join our vibrant team. If you are passionate about food, technology, and creating meaningful connections, this is an exciting opportunity to be a part of our innovative journey.

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Zomato Recruitment Careers

Responsibilities:

- **Client Relationship Management:**
 - Develop and maintain strong, positive relationships with clients, understanding their business needs and goals.
 - Collaborate closely with clients to create customized advertising solutions that maximize their brand visibility on the Zomato platform.
 - Act as a liaison between clients and our internal teams, ensuring seamless execution of advertising campaigns and addressing any concerns.
- **Sales Strategy and Execution:**
 - Identify and pursue new business opportunities to expand Zomato's advertising clientele.

- Develop and implement effective sales strategies to meet and exceed revenue targets.
- Stay abreast of industry trends, competitor activities, and market dynamics to tailor sales approaches and maintain a competitive edge.

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Skills:

- **Excellent Communication and Presentation Skills:**
 - Ability to articulate ideas clearly and persuasively to both internal teams and external clients.
 - Proficient in creating compelling presentations and proposals that effectively communicate the value of Zomato's advertising solutions.
- **Negotiation and Closing Skills:**
 - Proven track record of successful negotiation and closing deals.
 - Strong ability to understand client needs and align them with Zomato's advertising offerings.
- **Adaptability and Innovation:**
 - Ability to thrive in a fast-paced, dynamic environment.
 - Demonstrated creativity and innovation in developing advertising solutions that meet client objectives.

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