



Associate Sales Manager I

Uttar Pradesh, India · 18 hours ago · Over 100 people clicked apply


 On-site · Entry level

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About the job

Way of Working - Office/Field - Employees will work full-time from their base location

About Swiggy

Swiggy is India's leading on-demand delivery platform with a tech-first approach to logistics and a solution-first approach to consumer demands. With a presence in 500 cities across India, partnerships with hundreds of thousands of restaurants, an employee base of over 5000, a 2 lakh+ strong independent fleet of Delivery Executives, we deliver unparalleled convenience driven by continuous innovation.

Built on the back of robust ML technology and fueled by terabytes of data processed every day, Swiggy offers a fast, seamless and reliable delivery experience for millions of customers across India.

From starting out as a hyperlocal food delivery service in 2014, to becoming a logistics hub of excellence today, our capabilities result not only in lightning-fast delivery for customers, but also in a productive and fulfilling experience for our employees.

With Swiggy's New Supply and the recent launches of Swiggy Instamart, Swiggy Genie, and Guiltfree, we are consistently making waves in the market, while continually growing the opportunities we offer our people.

Role – Sales Manager I

Job Responsibilities

- Serve as the primary point of contact for assigned client accounts, understanding their goals, needs, and challenges
- Develop account strategies to overcome the challenges and action plans to meet client objectives and maximize account growth as per the target
- Conduct regular F2F business reviews with clients, discussing performance, identifying areas for improvement, and presenting new opportunities
- Track and analyze account performance, sales data, account funnel, and market trends to identify opportunities and challenges
- Drive business growth for newly onboarded partners by working on their basic hygiene and health metrics
- Deliver Incremental Revenue from the assigned clients through monetization and commercial improvements
- Deliver incremental counter share for all assigned clients by strategic planning to dominate market share
- Maintaining a strong relationship with restaurant owners and delivering best-in-class restaurant NPS
- Collaborate with internal teams to coordinate and deliver exceptional service to clients, addressing any issues or concerns promptly
- Generate leads and proactively approach potential clients, presenting our value proposition and securing new partnerships

Desired Candidate

- Graduate with excellent communication skills.
- Good working knowledge and experience of e-commerce activities and all online marketing channels
- Confident, Pleasing and a go-getter personality

- Effective communication skills
- Attitude & Aptitude for Sales
- Should be a team player, working alongside people from all walks of life
- Analytical, good Excel skills
- Leadership and Influencing skills: Identify, builds, and use a wide network of contacts with people at all levels, internally and externally. Achieves a good result through a well-planned approach
- Initiative & Flexibility: Recognizes the need to adapt to change & implement appropriate solutions. Be able to identify opportunities and recommend/influence change to increase the effectiveness and success of campaigns
- Creativity & Initiative: Demonstrate creativity & originality in their work and have the personal drive and initiative to bring about change and help drive the business forward.
- Being the face of Swiggy in the market and standing up for the values we believe in

Key Skills Required

- P&L Understanding
- Market Research and Intelligence
- Customer Lifetime Value
- Business Development
- Data Logic
- Data Interpretation
- Data Visualization
- MS Excel
- Data Analysis
- Result Orientation
- Managing Relationships
- Conflict Management
- Problem-Solving

"We are an equal opportunity employer and all qualified applicants will receive consideration for employment without regards to race, colour, religion, sex, disability status, or any other characteristic protected by the law"