

Swiggy

Associate Sales Manager



Job Profile Details

Placement Cycle

ARKA JAIN University - Placements 2024-25

Job Location

Multiple Cities across India

Date of Visit

NA

Position Type

Full Time

Expected Hires

NA

Sector

Sales

CTC

INR 600000

Category

Level 2 - General

Description

About Swiggy

Founded in 2014, Swiggy is India's leading tech-driven on-demand delivery platform with a vision to elevate the quality of life for the urban consumer by offering unparalleled convenience. The platform is engineered to connect millions of consumers with hundreds of thousands of restaurants and stores across 500+ cities. Their phenomenal growth has come on the back of great technology, incredible innovation, and sound decision-making.

Job Description:

Fulfilling sales charters for cities based upon agreed targets, and promoting the organization's presence

Sign Contracts with restaurants and handle inquiries from existing and new clients

Gather sales lead from the market and approach restaurants actively for conversion

Maintaining a strong relationship with restaurant owners and advising them on issues related to the market and offering solutions on the same (such as discounting constructs, adding images & descriptions in the menu, reducing cancellation etc)

Grow revenue for Swiggy through up-selling, cross-selling,

Ads investment, and other channels as may be applicable

A person has to complete sales reporting activities for Swiggy, including competition intelligence, keeping track of partner visits, and recent trends in the city which he or she manages

Should be able to handle potential clients when on the field

as the first in command
The individual may be required to travel for 16-18 days a month within

Desired Skills:
Graduates or Post Graduates with 0-6 months of experience in the sales domain or freshers
Being the face of Swiggy in the market and standing up for the values we believe in
Confident, Pleasing, and a go-getter personality
Average communication skills in English & Effective local language skills are mandatory
Should have basic analytical skills
Good Negotiation and influencing skills
Self-motivated and driven by targets.
Knowledge of MS Office or a

Open for Courses

- Jain - Arka Jain University Jharkhand

BBA

1. Finance
2. Marketing
3. Human Resource

B.Com (Hons.)

1. Finance
2. Marketing
3. Human Resource

MBA (Semester)

1. Marketing & Finance
2. Marketing & Human Resource

Eligibility Criteria

BBA

All students are eligible

B.Com (Hons.)

All students are eligible

Work Experience Criteria

No work experience based criteria defined yet!

Allowed Genders

[Y] Male students
[Y] Female students
[Y] Other Genders

Backlogs

Students with backlog(s) not allowed

Hiring Workflow

1 Group discussion round

No Venue/Time specified

2 HR interview round

No Venue/Time specified

Additional Info

No additional information