

Swiggy

Sales Management Associate



Job Profile Details

Placement Cycle	ARKA JAIN University - Placements 2025-26
Job Location	PAN INDIA
Date of Visit	NA
Position Type	Full Time
Expected Hires	NA
Sector	Sales
CTC	INR 550000 - 600000
Category	Level 2 - General
Description	<p>Founded in 2014, Swiggy is Indias 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. Our phenomenal growth has come on the back of great technology, incredible innovation and sound decision-making.</p> <ul style="list-style-type: none"> - Achieve city-wise sales targets and enhance the organizations market presence, Sign contracts with restaurants and manage inquiries from both new and existing clients. - Build and maintain strong relationships with restaurant owners, providing market-related advice and solutions (e.g., discount strategies, menu improvements, reducing cancellations). - Generate leads and drive revenue growth through up-selling, cross-selling, advertising investments, and other relevant channels. - Prepare sales reports , track and analyse market trends. - Serve as the primary point of contact during field visits and be prepared to travel 16-18 days per month within the assigned city. <p>Required Skills</p> <ul style="list-style-type: none"> - 0-6 Months of experience in sales or marketing domain - Good analytical, negotiation and communication skills

- Awareness about local language
- Open for travel and field work
- Self motivated and target driven
- Knowledge of MS Office or a similar suite is a plus

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

BCA

1. Data Science (DS)
2. Artificial Intelligence (AI)

B.Sc

1. Biotechnology

BA (Hons.)

1. Fashion Design
2. English
3. Journalism & Mass Communication

MBA (Semester)

1. Marketing & Finance
2. Marketing & Human Resource

MCA

1. AI & DL

B.Tech

1. Mechanical Engineering
2. Electrical and Electronics Engineering
3. Computer Science Engineering

Eligibility Criteria

MBA (Semester)

All students are eligible

B.Sc

All students are eligible

B.Tech	<i>All students are eligible</i>
MCA	<i>All students are eligible</i>
BCA	<i>All students are eligible</i>
BA (Hons.)	<i>All students are eligible</i>
BBA	<i>All students are eligible</i>
B.Com (Hons.)	<i>All students are eligible</i>

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

Pre-placement Talk	<i>No Venue/Time specified</i>
Group discussion	<i>No Venue/Time specified</i>
HR interview	<i>No Venue/Time specified</i>

Additional Info

No additional information