

Zomato

Position	AVP Sales
Job Description	<ul style="list-style-type: none">● Managing the revenue for the business vertical in the market including all related strategy, planning, execution and operations to meet and exceed targets on time and budget.● Recruiting, building, and leading a sales team - driving recruitment, training and mentoring of team members to ensure individual growth in addition to growth of the business vertical.● Sustaining and growing revenue by new client acquisitions, renewing existing clients, and identifying new business development opportunities.● Managing the team for end-to-end client relationships including pitching, negotiation, contracting, billing / invoicing, payment collection and troubleshooting.● Formulating targets and incentive plans for the sales team in line with operating plans.● Helping our merchants to grow and build a loyal consumer base for themselves.● Ensure quality, consistency and local effectiveness of product sales and merchant marketing.● Ensure excellence in overall operations of business unit.
About Zomato	<p>At Zomato, we have taken up the challenge of helping users discover and connect to restaurants in the smartest and most convenient way possible. At the click of a few buttons, users can discover more places to eat around them, see offers and place orders online. At the same time, we are also endeavoring on helping our restaurants/merchants to grow their businesses and drive consumer engagement. But this is challenging. If you are up for it, please read on.</p>
Job requirement	<ul style="list-style-type: none">● Good people skills with 3+ years of experience in managing and leading teams and budgets.● Must have managed layered teams in the past.● Proven track record of achieving revenue targets - including planning, allocation of targets for team and formulating incentive plans.● Should possess startup acumen – strong work ethic, willingness to get hands dirty and get stuff done.● Good business judgement, prioritization, focus, and ability to multi-task while working in a highly charged environment.● Restaurant industry and startup experience are a plus.
Location	Mumbai & New Delhi
Work Experience	7+ years of work experience with a strong focus on sales, business development and management.
Contact Person	Interested Candidates, may forward their resume on ashish.kumar@zomato.com