

# Zomato

Position	Key Account Manager
Job Description	<p>As a Key Account Manager, you will play a key role in acquiring and engaging the right set of restaurants to use Zomato's products and help users and merchants derive maximum value from it</p> <p>We are looking for someone with a good understanding of the sales ecosystem and who fully embraces the fact that we are always just 1% done</p> <p>A field intensive role where you help restaurants market, engage and connect with their audience better by selling Zomato products</p> <p>Effectively search prospective clients and convert sales leads, which could range from take-away joints to 5 Star properties to chains</p> <p>Manage end-to-end client relationship including pitching, negotiation, contracting, billing/ invoicing, and payment collection, result tracking and troubleshooting</p>
About Zomato	<p>Zomato is an online restaurant discovery guide providing information on home delivery, dining-out, cafés and nightlife. It was launched in 2008 and since then it has grown incredibly to a 1000+ employee team. It has a presence in 19 countries around the globe with its headquarter in Delhi.</p> <p>Here at Zomato, we have one thing that unites us all: working passionately to ensure that no one ever has a bad meal.</p> <p>If you've ever wanted to have a chance to sell products that have a visible and immediate impact in people's lives, if you believe in owning what you help build like we do, and if you're looking for a place that will challenge you to improve every day, then we think that you'll feel right at home with us at Zomato.</p> <p>We love having a full plate, so there will never be a lack of exciting things to be a part of – our products range from Ad Banners, Online Ordering, now we're working on our Zomato Whitelabel mobile apps, Zomato Book, Zomato BASE...you get the point.</p> <p>The initiatives we take define our job description, not the other way around.</p>
Qualification	Post graduates who have 1 – 3 years of work experience.

Location	Delhi NCR, Chennai
Work Experience / Other Requirements	<p>Relevant experience in B2B sales will be great!</p> <p>Someone who comes with a strong sense of initiative and personal leadership demonstrating the ability to function independently, and comfortable working in large multi-cultural teams</p> <p>A person who is articulate, organized, detail-oriented, tech savvy and has the ability to multi-task</p> <p>Comfortable with ambiguity and unpredictable work hours</p> <p><b>Bonus Points:</b></p> <p>Someone who is a foodie and understands our audience</p> <p>Extra points if you are already a Zomato user</p>
Contact Person	Interested candidate may send their resume to to <a href="mailto:ashish.kumar@zomato.com">ashish.kumar@zomato.com</a>