

Zomato

Position	Area Sales Manager
Job Description	<ul style="list-style-type: none">• Revenue responsibility of a geographical area within a city.• Managing the team to handle end-to-end client relationships including pitching, negotiation, and contracting, billing/invoicing, payment collection and troubleshooting.• Allocating leads, tracking and monitoring the work of each team member along with ensuring the efficiency and effectiveness of their work.• Maintaining area-reports which include revenue numbers, payment collections and evaluation of team performance and reporting the same to the Sales/Business Head of the city.• Allocating targets to the Sales Team.• Hiring and retaining Sales employees for the area by being approachable.• Acquiring and managing critical client accounts which have higher degree of complexity in terms of client servicing.• This is a field role that requires intra-city travel to meet prospects.
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. To provide users more choice, we want to build the largest network of restaurants providing these services. But this is challenging. If you are up for it, please read on.</p> <p>The Sales team at Zomato ensures that we are always expanding this network of restaurants. As leader of this team, an Area Sales Manager plays a key role in navigating the effort and process of onboarding and engaging restaurants to use Zomato's products and help users and merchants derive maximum value from it.</p>
Job requirement	<ul style="list-style-type: none">• Prior team management experience is a must.• Proven track record of achieving revenue targets. Allocation of targets and formulating incentive plans to the team would be a bonus!

	<ul style="list-style-type: none">• Familiarity with the geography of the location applied to.• Excellent oral and written communication skills in English as well as the local language.• Must be highly organized, detail-oriented and has the ability to multi-task.• Should be comfortable managing and working in large, multi-cultural teams.• Very high ethical standards.• Comfortable with ambiguity and unpredictable work hours.• High EQ.
Location	Hyderabad, Chennai, Pune, Bangalore, Chandigarh, Indore, Jaipur
Work Experience	4-7 years of relevant work experience.
Contact Person	Interested Candidates, may forward their resume on ashish.kumar@zomato.com