

# Recruitment drive of Glovve (Writer Corporation) for BE - Mech/Auto-2019 batch on 12th December.

Position- City Manager (Delhi NCR)

Location- Vashi Mumbai

Skill Required:

- Applicant must enjoy working in a fast-paced environment and be able to thrive under pressure.
- Should possess sound knowledge about the local market and local language.
- Possess strong convincing skills.
- Have high closure orientation.
- Strong Results Orientation and Execution Excellence
- High Customer Centricity

Roles & Responsibilities:

- Maximum number of appointments should be given to the sales executives.
- Outbound calling on data collected through lead generation activities/ secondary data sources
- Scheduling appointments for venue sales and direct sales out of these calls.
- Being updated on new products and services.
- Building and managing strong relationships with elite/high worth exclusive customers.
- Adhere Quality parameters and ensure compliance standards being followed.
- Collecting regular feedback from clients and sharing the insights for product development and regular upgradation of offered services.
- High value client conversion for achieving higher revenue.
- Responsibility of individual and team targets, training and coaching of the team members.
- Identify Customers- needs and delivering Voice Service to the customers on Packer and Mover related queries and complaints.
- Delivering of excellent Quality service to customers to achieve total Customer Satisfaction.
- Customer Focus and Adaptability to different personality types.
- Ability to multi-task, set priorities and manage time effectively.

Why work with us:

- Office based sales role (No Field work Required)
- Pre-generated leads provided, no cold calling.
- Professional development and career advancement opportunities within Writer Corporation.
- Young and vibrant work culture.
- Attractive incentives.

What is in it for you?

- Opportunity to work with fast Growing Startup Backed by Writer Corporation.
- Great opportunity learns and implement your own ideas.
- Defined career progression and incentive structure
- Chance to work in a company where you can implement your Ideas.
- Qualification: Post Graduate/Graduate/ Undergraduate in the relevant field.

Salary Take Home Monthly: 25K+ Incentive up to 10K/Month

2.Position-Supply Chain Management

CTC-2.5

number of Vacancy-9

Venue-Seminar Hall,SOE

Time-10:00 am