**Role – Sales Manager I**

**Job Responsibilities:**

* Serve as the primary point of contact for assigned client accounts, understanding their goals, needs, and challenges
* Develop account strategies to overcome the challenges and action plans to meet client objectives and maximize account growth as per the target
* Conduct regular F2F business reviews with clients, discussing performance, identifying areas for improvement, and presenting new opportunities
* Track and analyze account performance, sales data, account funnel, and market trends to identify opportunities and challenges
* Drive business growth for newly onboarded partners by working on their basic hygiene and health metrics
* Deliver Incremental Revenue from the assigned clients through monetization and commercial improvements
* Deliver incremental counter share for all assigned clients by strategic planning to dominate market share
* Maintaining a strong relationship with restaurant owners and delivering best-in-class restaurant NPS
* Collaborate with internal teams to coordinate and deliver exceptional service to clients, addressing any issues or concerns promptly
* Generate leads and proactively approach potential clients, presenting our value proposition and securing new partnerships

**Desired Candidate:**

* Graduate with excellent communication skills.
* Good working knowledge and experience of e-commerce activities and all online marketing channels
* Confident, Pleasing and a go-getter personality
* Effective communication skills
* Attitude & Aptitude for Sales
* Should be a team player, working alongside people from all walks of life
* Analytical, good Excel skills
* Leadership and Influencing skills: Identify, builds, and use a wide network of contacts with people at all levels, internally and externally. Achieves a good result through a well-planned approach
* Initiative & Flexibility: Recognizes the need to adapt to change & implement appropriate solutions. Be able to identify opportunities and recommend/influence change to increase the effectiveness and success of campaigns
* Creativity & Initiative: Demonstrate creativity & originality in their work and have the personal drive and initiative to bring about change and help drive the business forward.
* Being the face of Swiggy in the market and standing up for the values we believe in

**Key Skills Required:**

* P&L UnderstandingMarket Research and Intelligence
* Customer Lifetime Value
* Business Development
* Data Logic
* Data Interpretation
* Data Visualization
* MS Excel
* Data Analysis
* Result Orientation
* Managing Relationships
* Conflict Management
* Problem-Solving