

# Zomato

Position	Area Sales Manager
Job Description	<ul style="list-style-type: none"><li>• Ensure and maintain the financial health of the area.</li><li>• Managing the team to handle end-to-end client relationships including pitching, negotiation, and contracting, billing/invoicing, payment collection and troubleshooting.</li><li>• Allocating leads, tracking and monitoring the work of each team member along with ensuring the efficiency and effectiveness of their work.</li><li>• 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.</li><li>• Allocating targets and calculating incentives for the sales team.</li><li>• Hiring and retaining sales employees for the area.</li><li>• Acquiring and managing critical client accounts which have higher degree of complexity in terms of client servicing.</li></ul>
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. Zomato has received funding from Info Edge, Sequoia Capital and Vy Capital.</p>
Qualification	PGPM/MBA
Other Requirements	<ul style="list-style-type: none"><li>• Prior team management experience is a must</li><li>• Proven track record of achieving revenue targets. Allocation of targets and formulating incentive plans to the team would be a bonus!</li><li>• Familiarity with the geography of the location</li><li>• Excellent oral and written communication skills</li><li>• Very high ethical standards</li><li>• Comfortable with ambiguity and unpredictable work hours</li></ul>

Location	Bangalore, Mumbai
Compensation	10-12 lakhs per annum
Work Experience	Prior work experience of 3-5 years is preferred
Contact Person	Interested candidate may send their resume to to <a href="mailto:zomato@skillwiz.com">zomato@skillwiz.com</a>
Application Process	<p>The first step in the selection process is an online evaluation on the SkillWiz platform. This will give us better insights about your skill set and help us make the right decision. In case you are interested in this opportunity:</p> <p>Step 1: Please send your updated CV at <a href="mailto:zomato@skillwiz.com">zomato@skillwiz.com</a></p> <p>Step 2: You will receive a login ID and Password through email to log into your Skillwiz account at <a href="http://www.skillwiz.com">www.skillwiz.com</a></p> <p>Step 3: Log into your SkillWiz account, follow the instructions and complete the assessments within the deadline.</p>