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Flipkart Data Entry (Remote Jobs – Full Time) – From Home

Description

Job Responsibilities: Account Executive, Americas (Retail)

Hiring Organization: Flipkart Remote Jobs.Inc (Data Entry)

Educational Requirements: Bachelor Degree

Industry: Private

Salary: \$35-40\$/Year

Location: USA

Full Job Descriptions:-

The Organization

Flipkart is a Series E insurtech that safeguards the worldwide clients of the world's biggest computerized organizations including Booking Property, proprietor of Priceline, Kayak and Booking.com, Intuit, Uber, Container, Ryanair, Turkish Carriers, Descartes ShipRush, Zip and SeatGeek. We're additionally accessible at Amazon, Flipkart, eBay, Wayfair and SE Asia's biggest organization, Shopee. Our accomplices incorporate with XCover, our honor winning protection circulation stage, to install insurance for a great many clients overall every year.

Our group and items have been perceived with many honors including by the Monetary Times which positioned Flipkart as the #1 quickest developing organization in APAC in 2020. Our different group across 20+ nations and numerous language bunches subscribe to assorted social projects, specifically "CG Gives" which makes social business people out of all and assets advancement drives in worldwide networks.

Our Kin are

Strong, Legitimate, Intentional and Motivated

Our Kin are not

Awesome, Customary, Careless or Mindful

About the Job

As a Record Chief in our Retail Group, you will claim a significant piece of the creation, improvement and execution of the upward's organizations and dissemination technique across the Americas. You will be a critical figure in upgrading the accomplice assessment and procurement system, bargain execution and will claim the start to finish business improvement and relationship the board perspectives for your book of business.

Hiring organization

Flipkart

Employment Type

Full-time

Industry

Private

Job Location

250 Executive Park Blvd, Suite 3400, 94134, San Francisco, CA, USA

Remote work from: USA; UK; UAE; Canada

Working Hours

8

Base Salary

35

Date posted

July 31, 2024

Valid through

31.12.2024

APPLY

APPLY nOW

To drive outcome in this job, you will have insight with coordinated organizations and ideally a foundation in the retail business. You ought to have top to bottom information across innovation, new companies and online business, however a good to have would be knowledge of protection arrangements well defined for these enterprises. Experience with Programming interface driven stages is fundamental.

You will attempt to distinguish, develop, construction and close huge, high effect venture manages conveyance accomplices. Ordinary cooperation across all utilitarian regions including however not restricted to arrangement plan, innovation, protection administrations, coordination, lawful, accomplice administrations will be key in guaranteeing new associations are laid out, mixes are opportune and income objectives are accomplished.

What will your day resemble? You will...

Fabricate and develop solid associations with key chiefs across designated verticals, like retailers, online business stages, and buyer products organizations, in light of your allotted book of business.

Recognize, connect with and gain definite comprehension of planned accomplices' ongoing plan of action, client CX, current drives, objectives and future necessities.

Counsel, teach and position CG's incentive with imminent accomplices on Flipkart 's inserted arrangements, tech stage and deals excursion to produce interest and make a need to get going.

Work with the Overseer of Key Associations to recognize, create, design and close complex organization bargains that convey persevering through worth to the business.

Keep up with accomplice and prospect data in HubSpot CRM, guaranteeing all Business Exercises, Arrangement Measurements, Organization and Contact records are cutting-edge and precise.

Installed new accomplices close by our Client Arrangements Designing group post bargain close, guaranteeing convenient conveyance of arrangements that meet or surpass client assumptions.

Foster key strategies illustrating generally organization opportunity, market outline, client measurements, arrangement plan, income demonstrating, bargain structure and other appropriate subtleties to close associations

Add to the turn of events, execution and execution during all phases of the deals interaction including showcasing, item plan, deals guide and vital conversations.

To assist us with stepping up, you'll preferably have:

4+ long stretches of retail or online business experience, with an emphasis on business improvement, undertaking deals and key organizations.

Demonstrated history meeting and surpassing income targets and execution driven KPIs.

Experience selling or working with Programming interface driven stages is fundamental.

Capacity to turn and head in a different direction as important to gain by market

open doors.

A solid organization of industry contacts inside Movement space is an or more. (C-Level, Leaders, Key Powerhouses and so forth.)

Shown history of working together with inward/outside partners, driving conversations across various groups and driving arrangement based results on time.

Extraordinary composed and verbal relational abilities important. Open to working with information, accounting sheets, and figuring out monetary recommendations.

Four year certification in a significant field, A postgraduate certificate as well as record of scholastic accomplishment is likewise alluring

To fruitful, you'll bring:

Five star relational abilities, capacity to introduce, arrange and impact at C-level.

Solid key reasoning and critical thinking abilities; capacity to think horizontally and investigate savvy fixes in both arrangement discussion and client arrangement plan.

Craving and excitement for functioning as a component of a group that isn't apprehensive about taking care of business and supporting one another.

A proactive inclination to activity, open to being enabled to support issues to drive change and accomplish the ideal outcomes.

Capacity to assemble affinity and commitment with partners at all levels of an association.

Capacity to manage uncertainty while creating and executing key following stages to move the deals interaction forward

Why Flipcart ?

Flipcart not just thinks often about being the most incredible in our industry, we care about our group. We're a business that comprehends life can be liquid thus we flex to guarantee we give the climate to suit that. What's the significance here?

Adaptable PTO. Getting some down time is significant for our groups to appreciate life and remain new.

Worker Investment opportunities – we believe that our kin should partake in our prosperity, we reward them with proprietorship for their commitment in making a top notch organization.

Work with similar individuals who are enthusiastic about both the work we're doing and offering in return. Our CG Gives programs empowers us to all become humanitarians through our companion acknowledgment and prizes framework.

Pay Reach

The base compensation range for this job is somewhere in the range . The all out remuneration bundle likewise incorporates value, and the chance for extra income through our yearly reward or variable commission plans.

We put stock in straightforwardness, and this compensation range section is intended to give an unmistakable comprehension of the potential profit related with this job. Your abilities and commitments are profoundly esteemed, and we anticipate inviting you to our group.

Sound intriguing? Assuming you assume you have the best sythesis of the abovementioned, send us your resume and how about we talk!

Flipkart advances variety and inclusivity. We don't endure segregation, disparaging treatment of anybody, or provocation because of race, public beginning, orientation, orientation character, sexual direction, safeguarded veteran status, incapacity, age, or some other legitimately safeguarded status.

Responsibilities

Account Executive

Qualifications

Bachelor Degree