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Flipkart Data Entry Remote Jobs (Work From Home Jobs)

Description

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 dispersion stage, to implant insurance for a huge number of 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 assorted group across 20+ nations and numerous language bunches subscribe to different social projects, specifically "CG Gives" which makes social business visionaries out of all and assets improvement drives in worldwide networks.

Our Kin are

Strong, Valid, Intentional and Enlivened

Our Kin are not

Awesome, Customary, Careless or Wary

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 system across the Americas. You will be a critical figure in enhancing

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

Working Hours

8

Base Salary

30

Date posted

August 2, 2024

Valid through

31.12.2024

APPLY

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the accomplice assessment and obtaining methodology, bargain execution and will possess the start to finish business improvement and relationship the board perspectives for your book of business.

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 inside and out information across innovation, new companies and web based business, however a good to have would be knowledge of protection arrangements intended for these ventures. Experience with Programming interface driven stages is fundamental.

You will attempt to distinguish, develop, design and close huge, high effect venture manages circulation accomplices. Ordinary coordinated effort across all utilitarian regions including however not restricted to arrangement plan, innovation, protection administrations, mix, lawful, accomplice administrations will be key in guaranteeing new organizations are laid out, reconciliations are opportune and income objectives are accomplished.

What will your day resemble? You will...

Construct and develop solid associations with key chiefs across designated verticals, like retailers, internet business stages, and buyer products organizations, in view of your allocated book of business.

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

Counsel, instruct and situate CG's incentive with forthcoming accomplices on Flipkart's inserted arrangements, tech stage and deals excursion to produce interest and make a need to keep moving.

Work with the Overseer of Vital 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 modern and exact.

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

Foster vital strategies illustrating generally speaking association opportunity, market outline, client measurements, arrangement plan, income displaying, bargain structure and other appropriate subtleties to close organizations

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

To assist us with stepping up, you'll in a perfect world have:

4+ long periods of retail or online business experience, with an emphasis on business improvement, endeavor deals and vital associations.

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 take an alternate route as important to benefit from market potential open doors.

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

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

Outstanding composed and verbal relational abilities essential. Open to working with information, calculation sheets, and planning monetary proposition.

Four year college education in an important field, A postgraduate certification or potentially record of scholastic accomplishment is likewise attractive

To fruitful, you'll bring:

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

Solid vital reasoning and critical thinking abilities; capacity to think along the side and investigate effective fixes in both arrangement discussion and client arrangement plan.

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

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

Capacity to construct compatibility and commitment with partners at all levels of an association.

Capacity to manage vagueness while creating and executing key subsequent stages to move the deals interaction forward

Why Flipkart?

Flipkart 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.

Representative Investment opportunities – we maintain 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 donors through our friend acknowledgment and prizes framework.

Social Drives – pictures express 1,000 words!

Compensation Reach

The base compensation range for this job is somewhere in the range of \$93,000 and \$125,000. The complete remuneration bundle likewise incorporates value, and the chance for extra income through our yearly reward or variable commission plans.

We have confidence 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 piece of the abovementioned, send us your resume and we should visit!

Flipkart advances variety and inclusivity. We don't endure segregation, disparaging treatment of anybody, or badgering because of race, public beginning, orientation, orientation personality, sexual direction, safeguarded veteran status, inability, age, or some other lawfully safeguarded status.