



<https://bestjob.jobsareahub.com/job/swiggy-recruitment-2023-2years-experience-required-sales-engineer-post/>

## Swiggy Recruitment 2023 – 2+Years Experience Required – Sales Engineer Post

**Hiring organization**  
Swiggy

### Job Location

India  
Remote work from: India

**Date posted**  
July 3, 2023

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**Valid through**  
31.12.2025

### Base Salary

Rs. 33,000 - Rs. 52,000

APPLY NOW

### Qualifications

12th Passed/Graduate

### Employment Type

Full-time

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### Description

## Swiggy Recruitment 2023

Swiggy, India's leading food delivery platform, is seeking a dynamic and self-motivated Sales Engineer to join our team. As a Sales Engineer, you will play a pivotal role in driving business growth by acquiring new restaurant partners and ensuring their success on our platform. This role requires excellent communication skills, a strong sales acumen, and the ability to build and maintain relationships with restaurant owners and managers. If you are passionate about the food industry, thrive in a fast-paced environment, and possess a customer-centric mindset, we invite you to apply.

### Swiggy Jobs Near Me

The Supervisor will also be responsible for maintaining the required safety documentation, overseeing the work of the onsite team, and ensuring that all work is carried out in accordance with the client's specification.

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### Swiggy Jobs Careers

Responsibilities:

1. Actively prospect and identify potential restaurant partners, focusing on expanding the Swiggy delivery network.
2. Engage with restaurant owners and managers to understand their business

needs and demonstrate how partnering with Swiggy can benefit their operations.

3. Present and explain the features and benefits of partnering with Swiggy, highlighting our technology, marketing support, and delivery capabilities.
4. Negotiate partnership terms and contracts with restaurants, ensuring mutual agreement on terms and conditions.
5. Coordinate with cross-functional teams, including operations and marketing, to onboard new restaurant partners and facilitate a smooth integration process.
6. Conduct regular performance reviews with restaurant partners, analyzing sales data and providing insights and recommendations to improve their business.
7. Monitor market trends, competitor activities, and customer feedback to identify new opportunities and recommend strategies for business growth.
8. Collaborate with the sales team to achieve sales targets and meet revenue goals.
9. Provide ongoing support and guidance to restaurant partners, addressing any concerns or issues promptly and professionally.
10. Maintain accurate records of sales activities, customer interactions, and performance metrics using CRM software.
11. Stay updated on Swiggy's product offerings, policies, and industry regulations to ensure compliance and effective communication with restaurant partners.
12. Continuously enhance product knowledge and sales skills through training programs and self-driven learning initiatives.

#### **Responsibilities:**

- Oversee the work of their team
- Ensure that work is completed in a timely and efficient manner
- Ensure that employees are meeting the company's standards for quality and productivity
- Train new employees or help them develop their skills

#### **Qualifications:**

#### **Skills and Qualifications:**

1. Bachelor's degree in business administration, marketing, or a related field is preferred.
2. Proven experience in sales, preferably in the food or hospitality industry.
3. Excellent communication and interpersonal skills, with the ability to build rapport and establish trust with restaurant owners and managers.
4. Strong sales and negotiation skills, with a focus on achieving targets and closing deals.
5. Customer-centric approach, with the ability to understand restaurant partners' needs and provide tailored solutions.
6. Self-motivated and results-oriented, with a demonstrated ability to work independently and as part of a team.
7. Familiarity with the food delivery market and understanding of the challenges and opportunities in the industry.
8. Proficient in using CRM software and sales tools to manage customer relationships and track sales activities.
9. Strong problem-solving and analytical skills, with the ability to identify trends and propose solutions to improve partner performance.
10. Adaptability and resilience to thrive in a fast-paced and dynamic environment.

11. Willingness to travel within the assigned territory to meet restaurant partners and attend meetings.

**Important Links** **Find the Link in [Apply Now](#) Button**

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