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Google Careers 2023 – 2+Years Exp. – Work From Home Jobs – Sales Associate Post

Hiring organization
Google

Job Location

691, Silokhera, Sector 15 Part 2, Sector 15, 122001, Gurugram, Haryana, India

Date posted
June 8, 2023

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Valid through
31.12.2025

Base Salary

Rs. 34,000 - Rs. 51.000

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Qualifications

bachelor's degree

Employment Type

Full-time

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Description

Google Recruitment 2023

We are seeking a highly motivated and enthusiastic Sales Associate to join our dynamic team at Google. As a Sales Associate, you will play a crucial role in driving revenue growth and expanding our client base. Your primary responsibility will be to build and maintain strong relationships with existing clients, while also actively prospecting and acquiring new clients. This is a challenging and rewarding position that offers great opportunities for professional growth and development.

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Responsibilities:

1. Client Relationship Management:
 - Develop and nurture strong relationships with existing clients, understanding their business needs and providing exceptional customer service.
 - Act as the main point of contact for clients, addressing their queries, resolving any issues, and ensuring their satisfaction with our products and services.
 - Proactively identify opportunities to upsell and cross-sell additional products and solutions to existing clients.
2. Prospecting and Acquisition:
 - Conduct thorough market research and identify potential new clients in target industries and regions.
 - Reach out to prospective clients via phone calls, emails, and networking events to introduce our products and services.

- Prepare and deliver persuasive sales presentations, tailored to the needs of each prospect, to effectively communicate the value proposition and benefits of our offerings.
3. Sales Performance and Reporting:
- Achieve and exceed sales targets and key performance indicators (KPIs) on a regular basis.
 - Track and monitor sales activities, customer interactions, and progress using our CRM system.
 - Prepare accurate and timely sales reports and forecasts, providing insights and recommendations to optimize sales strategies and improve overall performance.

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Google Careers

Skills and Qualifications:

- Strong interpersonal and communication skills, with the ability to build rapport and establish trust with clients.
- Excellent sales and negotiation skills, with a proven track record of meeting or exceeding targets.
- Highly motivated and results-oriented, with a proactive and tenacious approach to achieving sales goals.
- Good problem-solving skills and the ability to think creatively to overcome obstacles and objections.
- Ability to work collaboratively in a team environment and effectively manage multiple priorities.
- Proficiency in using CRM software and other sales tools.

Experience as a Fresher:

- While prior sales experience is an asset, we also welcome applications from recent graduates or individuals with limited sales experience who possess a strong passion for sales and a willingness to learn.
- A bachelor's degree in business, marketing, or a related field is preferred but not mandatory.

At Google, we foster a diverse and inclusive work environment that values innovation, collaboration, and personal growth. As a Sales Associate, you will have the opportunity to contribute to the success of a global technology leader and make a positive impact on our clients' businesses.

Please note: This job description is intended to provide a general overview of the position and does not encompass all tasks or responsibilities that may be required. It may be subject to change based on organizational needs.

Important Links

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