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Amazon Careers Jobs – Fast Jobs Search- Sales Professional Fast Job

Hiring organization
Amazon

Job Location

India

Remote work from: IN; US; AU; NZ; HK; JP; KZ; MY; SG; TW; TH; UZ; VN; AT; BY; BE; DK; FR; DE; GR; NL; RU; ES; CH; UK; GB; DZ; KW; MA; QA; SA; MX; AE; CA; GT; DO

Date posted

March 28, 2024

Valid through

31.12.2024

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Base Salary

USD 15 - USD 20

Qualifications

Graduate

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Employment Type

Full-time

Description

Amazon Recruitment 2024

About Amazon

Amazon is the world's most customer-centric company, where innovation and a pioneering spirit are at the heart of everything we do. We've revolutionized the way people shop and consume content, and we're constantly seeking passionate individuals to join us in our mission to be "Earth's Most Customer-Centric Company."

Why Join Us as a Sales Professional

This is your opportunity to play a pivotal role in shaping the future of e-commerce. As a Sales Professional at Amazon, you'll be at the forefront of building relationships with businesses of all sizes, helping them leverage the power of Amazon's vast marketplace to reach new customers and achieve explosive growth.

Position: Sales Professional

Company: Amazon

Location: Remote (Applicable to candidates across India)

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Job Summary:

We're seeking a results-oriented and driven Sales Professional to join our dynamic team. In this remote role, you'll spearhead the acquisition of new sellers for our Amazon Marketplace platform. You'll be responsible for identifying and connecting with potential businesses, understanding their needs, and showcasing the unique value proposition of selling on Amazon.

Key Responsibilities:

- Develop and execute a strategic sales plan to achieve assigned quotas for new seller acquisition.
- Conduct in-depth research and identify qualified leads, utilizing a variety of prospecting techniques.
- Build strong relationships with potential sellers, acting as a trusted advisor and understanding their business goals.
- Deliver compelling presentations that highlight the benefits of selling on Amazon, including access to millions of customers, robust fulfillment solutions, and powerful marketing tools.
- Negotiate and close deals with sellers, ensuring a win-win outcome for both Amazon and the business.
- Onboard new sellers and provide ongoing support, helping them navigate the Amazon platform and optimize their success.
- Analyze sales data and identify trends to inform future strategies and outreach efforts.
- Collaborate effectively with internal teams, including account management, marketing, and operations, to ensure a seamless experience for new sellers.

Required Skills and Qualifications:

- Bachelor's degree in Business Administration, Marketing, or a related field (or equivalent experience).
- Minimum 1-2 years of experience in B2B sales, preferably in the e-commerce or technology sector.
- Proven track record of exceeding sales targets and achieving success in a competitive environment.
- Excellent communication and presentation skills, with the ability to tailor your approach to diverse audiences.
- Strong analytical and problem-solving skills, with the ability to identify opportunities and develop solutions.
- Proficiency in CRM software and data analysis tools.
- A passion for e-commerce and a deep understanding of the online retail landscape.
- Self-motivated, results-oriented, and able to work independently and as part of a team.

Experience:

This role is open to both experienced sales professionals and talented individuals with a strong foundation in sales eager to launch their careers at Amazon. While relevant experience is a plus, we value your enthusiasm, coachability, and drive to learn and excel.

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Why Join Amazon:

At Amazon, you'll be surrounded by brilliant minds and a culture of innovation. We offer a competitive compensation package, including comprehensive health insurance, generous time off, and a variety of employee discounts and benefits. You'll have the opportunity to work on industry-defining projects, make a real impact on the lives of businesses and consumers, and grow your career in a dynamic and supportive environment. Here are some additional reasons to join us:

- **Make a Difference:** You'll play a vital role in helping businesses of all sizes thrive and reach new heights.
- **Unparalleled Learning & Development:** We invest heavily in your growth, providing access to world-class training programs and mentorship opportunities.
- **Culture of Ownership:** You'll be empowered to take initiative, own your projects, and make a real impact.
- **Work-Life Balance:** We offer flexible work arrangements and a commitment to your well-being.
- **Collaborative Spirit:** You'll be part of a supportive team environment where collaboration and knowledge sharing are valued.
- **Global Impact:** Be part of a company that is shaping the future of commerce on a global scale.

Application Process:

To apply, please submit your resume and a cover letter expressing your interest in the position.

Motivate to Join:

This is a unique opportunity to join a company at the forefront of innovation and make a real difference in the world of e-commerce. If you're a passionate, results-oriented individual with a hunger to learn and grow, we encourage you to apply!

General Overview:

As a Sales Professional at Amazon, you'll play a critical role in expanding our seller base and fueling the growth of our vibrant marketplace.

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