

## Tata Motors Careers – Jobs For Freshers – Sales Consultant Jobs Alerts

### Hiring organization

Tata Motors

### 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 23, 2024

### Valid through

31.12.2024

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### Base Salary

USD 14 - USD 18

### Qualifications

12th/Graduate

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### Employment Type

Full-time

### Description

## Tata Motors Recruitment 2024

### About Tata Motors

Tata Motors Limited, a global automobile and commercial vehicle manufacturer, is a pioneer in the Indian automotive industry. With a rich heritage dating back to 1910, Tata Motors is renowned for its cutting-edge technology, design excellence, and commitment to sustainable mobility solutions. From iconic passenger vehicles like Nexon and Tiago to industry-defining commercial vehicles, Tata Motors is driving the future of transportation in India and across the globe.

### Why Join Us as a Sales Consultant (Remote)?

In this exciting role as a Sales Consultant at Tata Motors, you'll play a pivotal role in shaping the future of mobility. Working remotely, you'll leverage your passion for automobiles and strong communication skills to connect with customers nationwide, introducing them to our innovative range of passenger and commercial vehicles. This is a unique opportunity to be part of a dynamic and forward-thinking company, while contributing to India's growth story and the ever-evolving automotive landscape.

### Position: Sales Consultant (Remote)

### Company: Tata Motors Limited

### Location: Remote – All India

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## Job Summary

We are searching for a passionate and results-oriented Sales Consultant to join our growing remote team. You will be responsible for generating qualified leads, nurturing customer relationships, and exceeding sales targets for our passenger and commercial vehicle segments. In this dynamic role, you'll develop a deep understanding of customer needs and preferences, providing personalized consultations and product demonstrations to convert leads into satisfied customers.

## Key Responsibilities:

- Prospect and develop qualified leads through various online and offline channels.
- Build rapport and establish trust with potential customers through engaging communication.
- Demonstrate a comprehensive understanding of Tata Motors' passenger and commercial vehicle range, highlighting key features and benefits.
- Conduct need-based consultations, identifying customer requirements and recommending the most suitable vehicle solutions.
- Prepare compelling sales presentations and proposals tailored to individual customer needs.
- Negotiate and close deals, exceeding assigned sales targets.
- Maintain and update detailed customer records in our CRM system.
- Follow up with customers post-sale, ensuring a positive ownership experience.
- Contribute to team success by collaborating with colleagues and sharing best practices.
- Stay abreast of industry trends and competitor offerings to maintain a competitive edge.

## Required Skills and Qualifications:

- Bachelor's degree in Business Administration, Marketing, or a related field (preferred).
- Minimum 1 year of experience in sales, with a proven track record of exceeding targets (not mandatory for freshers).
- Excellent communication and interpersonal skills, with the ability to build rapport with diverse clientele.
- Strong negotiation and persuasion skills.
- Proficiency in MS Office Suite and CRM software (a plus).
- Excellent time management and organizational skills.
- A passion for the automobile industry and a strong understanding of current automotive trends (preferred).
- Target-oriented and self-motivated, with a drive to succeed.
- The ability to work effectively in a remote environment and manage your own schedule.

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### **Experience:**

This role is open to both experienced sales professionals and enthusiastic freshers. For experienced candidates, a minimum of 1 year of sales experience with a demonstrably successful track record is preferred. However, for fresh graduates with a strong academic background, exceptional communication skills, and a passion for the automotive industry, we are open to nurturing your talent and providing on-the-job training.

### **Why Join Tata Motors?**

At Tata Motors, we offer more than just a job; we offer a rewarding career path with the opportunity to be part of a legacy. Here are just a few reasons why you'll love working with us:

- **Growth and Development:** We invest in our employees' professional development, providing comprehensive training programs and mentorship opportunities to help you reach your full potential.
- **Work-Life Balance:** We understand the importance of maintaining a healthy work-life balance, and our remote work policy allows you the flexibility to manage your schedule effectively.
- **Competitive Salary and Benefits:** We offer a competitive compensation package that includes a base salary, performance-based incentives, health insurance, and other employee benefits.
- **Vibrant Work Culture:** We foster a collaborative and inclusive work environment where your ideas are valued, and you'll have the opportunity to work with a diverse and talented team.
- **Be Part of the Future:** As a leader in sustainable mobility solutions, you'll have the opportunity to contribute to shaping the future of transportation and make a real difference in the world.

### **Application Process**

To apply for this exciting opportunity, please submit your resume and a cover letter highlighting your suitability for the role. We look forward to hearing from you!

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