

Job Description: Amazon Pay Merchant Auto Onboarding Field Sales Executive

Position Overview:

As a Field Sales Executive for Amazon Pay Auto Onboarding, your primary responsibility will be to meet daily onboarding targets for Auto drivers onto the Amazon Pay platform. You will be actively engaging with Auto drivers, explaining the benefits of joining Amazon Pay, and facilitating the onboarding process. This role requires excellent communication skills, strong sales acumen, and the ability to work independently in a fast-paced environment.

Key Responsibilities:

1. **Achieve Daily Onboarding Targets:** Meet or exceed the daily targets set by the company for onboarding new Auto drivers onto the Amazon Pay platform.
2. **Sales and Business Development:** Actively engage with Auto drivers, build relationships, and pitch the benefits of joining Amazon Pay for their payment needs.
3. **Product Knowledge:** Develop a deep understanding of the Amazon Pay Auto offering and effectively communicate its features and advantages to potential customers.
4. **Onboarding Support:** Assist Auto drivers in completing the onboarding process, including documentation, training, and troubleshooting any technical issues.
5. **Relationship Management:** Build and maintain strong relationships with Auto driver partners, addressing any concerns or questions they may have regarding the Amazon Pay platform.
6. **Market Research:** Stay updated with industry trends, competitor activities, and customer feedback to provide insights and recommendations for improving the onboarding process.
7. **Reporting:** Track and report daily activities, progress towards targets, and any challenges faced in the field report to the sales manager.
8. **Collaboration:** Collaborate with internal teams, including marketing, operations, and customer support, to ensure a seamless onboarding experience for Auto drivers.

Requirements:

1. Education: 12th Pass, High school diploma or equivalent. A bachelor's degree in business, marketing, or a related field is a plus.
2. Experience: Prior experience in field sales, business development, or customer acquisition is preferred, Fresher may also apply.
3. Sales Skills: Strong persuasion and negotiation skills, with a proven track record of meeting or exceeding sales targets.
4. Communication: Excellent verbal and written communication skills, including effectively presenting and communicating complex concepts to potential customers.
5. Self-Motivation: Ability to work independently, manage time effectively, and prioritise tasks to meet daily targets.
6. Tech-Savviness: Comfortable using smartphones, tablets, and other technology tools to demonstrate and explain the Amazon Pay platform to Auto drivers.
7. Local Market Knowledge: Familiarity with the local Auto industry, competitors, and the payment landscape in the assigned region.

We hope this job description provides you with a clear understanding of the role of a Field Sales Executive for Amazon Pay Auto Auto Onboarding. Good luck with your application!