

# Kazakhstan Jobs Expertini®

## Senior Sales Executive (They/She/He)

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Company: Glovo

Location: Kazakhstan

Category: other-general

If you're here, it's because you're looking for an **exciting ride** .

A ride that will fuel up your ambitions to take on a **new challenge and stretch yourself beyond your comfort zone**.

We'll deliver **anon-vanilla culture built on talent, where we work to amplify the impact on millions of people**, paving the way forward together.

**Not your usual app** . We are the fastest-growing multi-category app connecting millions of users with businesses, and couriers, offering on-demand services from more than 170,000 local restaurants, grocers and supermarkets, and high street retail stores. We operate in more than 1500 cities across 25 countries. Every year, +200k merchants generate over 4B€ in sales through our platform and over 20M customers get their goods delivered in minutes.

Together we revolutionize the way people connect with their everyday needs, from delivering essentials to connecting our ecosystem of users through innovative solutions powered by technology. For us, every day is filled with purpose.

**What makes our ride unique?**

**Our culture and strong values.**

We have an "office-first" culture and we place collaboration at the center of everything we do!

We have a non-vanilla personality and feedback mindset. We don't shy away from difficult conversations - we see them as a gift!

We work with high intensity and have fun along the way. We also celebrate the wins (a lot!).

We celebrate diversity in all its forms and foster an inclusive culture where everyone can bring their authentic selves to work.

### **Our career development philosophy.**

We are building a talent house of high performing teams and leaders. We invest in people who raise the bar and help others reach their full potential.

We take ownership of our career development. We don't believe in linear and predictable career paths - we create the job of our dreams!

We embrace opportunities to move the needle and make an impact beyond our scope.

### **Our commitment to being a force for good.**

Our platform is an important economic tool for millions of people (customers, partners, couriers) and we are taking action to amplify our positive impact.

We invest in doing good by dedicating time and resources into social and environmental initiatives.

We have the ambition of being DIB role models across the tech industry. We are creating environments, systems, and processes that provide equal opportunities, break biases, and empower our communities.

We have a vision: **To give everyone easy access to anything in their cities** And this is where your ride starts.

### **YOUR MISSION**

As part of the Sales team, you will be directly responsible for partnering with both smaller local stores and bigger brands to display them on our Glovo platform. You will work with the support of other sales executives and be part of a local cross-functional team.

As a Glovo Sales Executive, you will be a key representative of our company's sales team, responsible for creating a pipeline of and signing up local stores and corporate customers around the cities of your region. You will require to travel to other cities to meet our partners and sign them!

### **THE JOURNEY**

Seal partnerships with the best accounts, always aligned with the company goals

Be an expert in all the tools (Salesforce and dashboards) and you can give feedback to the management on the new developments needed.

Be an expert on how Glovo Sales Executive methodology way of working works and you apply it perfectly.

Be an expert on reporting all daily sales activity (Calls, Mail, Meetings, etc) and Keep detailed notes on leads and opportunities interactions and apply it

Analyze results and identify your opportunities to achieve your targets. Meet daily input targets (Tasks, leads and opps impacted) and monthly/quarterly objectives for Sales Executive Level II defined by the company

Be a perfect buddy for new joiners due to your tools and Glovo Sales Executive way of working methodology works

Contact new partners Level II to source and negotiate the best conditions for partners and Glovo

Be responsible for the leads clean-up in your pipeline, and keeping your pipeline updated on a daily basis

Actively collaborate with your colleagues and learn from each other in a supportive environment that allows you to grow, develop and make a difference

## **WHAT YOU WILL BRING TO THE RIDE**

Availability to travel 50% of your time to other cities, while being based in Almaty

Minimum 2 years of experience in Sales

A methodological fast learning method and familiar with CRM tools (Salesforce, Dynamics, etc)

Experience in a start-up environment is a plus

A Master's degree in Business Administration, Marketing, or Public Relations is a plus

Russian language and fluency in English is a must

Excellent communication skills

An empathetic, inclusive and curious attitude

Individuals representing diverse profiles, encompassing various , ethnicities, and backgrounds, are less likely to apply for this role if they do not possess solid experience in 100% of these areas. Even if it seems you don't meet our musts don't let it stop you, we are all about finding the best talent out there! **Skills can be learned, and embracing diversity is invaluable.**

**We believe driven talent deserves:**

An enticing equity plan that lets you own a piece of the action.

Top-notch private health insurance to keep you at your peak.

Monthly Glovo credit to satisfy your cravings!

Discounted gym memberships to keep you energized.

Extra time off and the opportunity to work from anywhere for up to three weeks a year!

Enhanced parental leave.

Online therapy and wellbeing benefits to ensure your mental well-being.

Here at Glovo, we thrive on diversity, we believe it enhances our teams, products, and culture. We know that the best ideas come from a mashup of brilliant diverse minds. This is why we are committed to providing equal opportunities to talent from all backgrounds - all genders, racial/diverse backgrounds, abilities, ages, sexual orientations and all other unique characteristics that make you YOU. We will encourage you to bring your authentic self to work, fostering an inclusive environment where everyone feels heard.

Feel free to note your pronouns in your application (e.g., she/her/hers, he/him/his, they/them/theirs, etc).

**So, ready to take the wheel and make this the ride of your life?**

Delve into our culture by taking a peek at our and check out our and !

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