

Pathao is looking for a dynamic and business-focused individual to join our **Food team**.

The role requires someone who can build strong restaurant partnerships, support business growth, monitor performance, and ensure smooth operational execution across the Pathao Food platform.



The incumbent will have the responsibility to:

- Manage and grow relationships with assigned restaurant partners
- Drive order growth, visibility, and campaign participation for key accounts
- Analyze restaurant performance data and identify growth opportunities
- Ensure menu quality, assortment optimization, pricing competitiveness, and operational readiness
- Act as the primary point of contact for restaurant partners regarding business and operational matters
- Coordinate with internal teams to resolve restaurant issues and improve partner experience
- Monitor partner performance metrics and prepare regular business reviews and reports
- Work closely with restaurants to improve customer experience, reduce cancellations, and optimize delivery operations
- Support restaurants in campaign planning, promotional activities, and platform adoption
- Conduct regular business meetings and performance discussions with partners

The incumbent should bring along:

- Bachelor's degree from a reputed university
- 1–2 years of experience in account management, sales, partnerships, or business development (fresh graduates with strong potential may also apply)
- Strong analytical and problem-solving skills with comfort in numbers and data
- Good command over Excel / Google Sheets and basic data analysis
- Strong communication, negotiation, and stakeholder management skills
- Ability to work in a fast-paced, target-driven environment
- High ownership mindset with strong execution capability
- Passion for food-tech, e-commerce, or startup ecosystems is a plus

Here's What You'll Enjoy at Pathao!

- A dynamic & collaborative workspace
- Competitive salary package
- Two annual festival bonuses
- Leave encashment
- Comprehensive insurance coverage
- Gratuity
- Meal Allowance
- Phone Allowance
- Periodic team dinner
- Exclusive employee discounts on Pathao services

If you are a passionate individual who is ready to **Challenge, Create and Change** Pathao's brand

visibility, we encourage you to **Apply** through the **Application Form**- <https://lnkd.in/gv8xj6YG>

To know more about our dynamic culture and explore more opportunities, please visit our **Career website** - <https://lnkd.in/gWqjUB9w>

We will be accepting applications till **May 20, 2026**.



WE'RE **HIRING!**

Position:

Executive,
Key Account Management

Join Us
We're **Here With You**

