Inside Sales

The candidate should have the ability to understand clients' unique sales requirements and prospects, qualify, and generate new (tele) sales opportunities. Success will be defined by the candidate's ability to meet clients' expectations in terms of daily targets and build a healthy pipeline. He/she should also be able to communicate confidently and professionally with prospects via phone, email, and WhatsApp.

Responsibilities

- Research, target, and open new client opportunities
- Develop targeted messaging to engage prospective companies and executives.
- Educate the identified leads regarding the product/service and qualify and develop the prospects to create sales-ready leads and opportunities.
- Build and maintain relationships with existing clients.
- Qualify prospects by understanding client needs and budgets.
- Update CRM system with all client/prospect communications.
- Consistently exceed expectations with respect to given targets to ensure revenue objectives are met.
- Provide regular feedback to all stakeholders to ensure continuous process optimization.
- Become a trusted resource and develop superior relationships with prospects.

Qualifications

- 2-3 Years' experience in IT solutions sales is a must.
- Minimum Educational Qualification: Graduate in any field. Science or Technology background will be an added advantage.
- Super Excellent English speaking/communication skills.
- Ability to understand client's requirement, especially in the IT/Tech domain.
- Excellent cold-calling skills, including the ability to hold clients' attention by making powerful and impactful pitch.
- presentations, follow-up calls, and objection handling.
- Target-oriented, problem-solver, energetic with a go-getter attitude.
- A self-starter with a track record of successful, credible sales development.
- Highly organized and strong attention to detail.
- Team player with the ability to work in a high-energy sales team environment.
- The highest level of integrity.
- Proficient with standard corporate productivity tools (email, voicemail, MS Office, Google Suite).
- Sales training and Salesforce.com experience will be a plus.
- Technical knowledge and CRM understanding will be preferred.