

## Inside Sales Executive- Bangalore

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Company: 2coms

Location: India

Category: other-general

### Job Description

Location - Bangalore

Salary - 25k CTC

DOJ - Immediate

No of Positions - 50 Nos.

Qualification- Any Graduate

Language- English & Hindi are mandatory

### Job brief

We are looking for a talented and competitive Sales Representative that thrives in a quick sales cycle environment.

### Responsibilities

Source new sales opportunities through inbound lead follow-up and outbound cold calls and emails

Understand customer needs and requirements

Route qualified opportunities to the appropriate sales executives for further development and closure

Close sales and achieve quarterly quotas

Research accounts, identify key players and generate interest

Maintain and expand your database of prospects within your assigned territory

Team with Internal stakeholders to build pipeline and close deals

Perform effective online demos to prospects

Requirements

Proven inside sales experience of 1-2 Years selling in Corporates

Track record of over-achieving quota

Strong phone presence and experience dialing dozens of calls per day

Proficient with corporate productivity and web presentation tools

Experience working with Zoho or similar CRM

Excellent verbal and written communications skills

Strong listening and presentation skills

Ability to multi-task, prioritize, and manage time effectively

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## **Benefits**

Location - Bangalore

Salary - 25k ctc

## **Requirements**

sales, inside sales

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