

Inside Sales Executive

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Company: ENWPS - Automation and Robotics Engineers

Location: pune

Category: other-general

With over 25 years of industry presence, ENWPS stands as a pioneer in Automation and Robotics services, offering unparalleled expertise in electrical design, PLC programming, SCADA development, installation, and commissioning across all major platforms. Our seasoned team brings a wealth of experience to the table, ensuring seamless integration and optimal performance of automation solutions. Moreover, we excel in providing advanced data analytics solutions, leveraging insights to drive efficiency and productivity gains.

Embracing innovation, we are venturing into Industrial IoT projects, poised to revolutionize industrial processes and usher in a new era of connectivity and intelligence. Job

Description: This is a full-time role for an Inside Sales Specialist at ENWPS. The Inside Sales Specialist will be responsible for lead generation, cold calling, customer communication, and setting up meetings with prospects. Key Responsibilities: Generate leads primarily inside / outside India. Conduct cold calls to potential clients. Set up meetings with prospects. Follow up with leads at various stages of the sales process. Utilize various tools and social media platforms to support sales efforts. Stay knowledgeable about industry trends and developments. Understanding customers' needs and identifying sales opportunities. Design & implement sales & marketing strategies. Good written and verbal communication in English is must. Working very closely with the Digital Marketing team in generating qualified leads and successfully converting them to order. Skills: Sales Strategy Development Lead Generation and Prospecting Consultative Selling Relationship Management Product Knowledge in Automation and Robotics Pipeline Management Negotiation and Closing Techniques CRM Software Proficiency will be an added advantage Qualification: Specialization

in sales and Marketing with 5+ yrs. of experience Master of Business Administration (MBA) in Sales and Marketing / Bachelor of Engineering – Electronics/Instrumentation with relevant experience If you're passionate about sales, have a knack for generating leads, and thrive in a dynamic environment, we'd love to hear from you!

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