

Inside Sales Team Lead

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Company: Sales & Profit

Location: hyderabad

Category: other-general

About our client: They are a Unique Digital Transformation & Enterprise Solutions company, offering future - ready solutions and superior customer experiences! Their business operations across geographies are ably supported by our 6 development centers in India, USA, Canada, Australia, Singapore & New Zealand. They work with businesses across a broad range of industries, including Beverages, Banking & Financial Services, Education, Energy, Engineering, FMCG, Government, Healthcare, Insurance, Retail, Media & Entertainment, Technology, Telecommunications, Travel & Hospitality, and Logistics.

Location: Hyderabad (Work from office) Shift Timings: 11 am – 8 pm

Responsibilities

Demonstrate strong expertise in lead generation campaigns. Utilize proficient knowledge to maximize lead generation efficiency. Plan and execute multiple lead generation campaigns dynamically. Proficiently manage the inside sales team, providing guidance, motivation, and support to ensure maximum productivity and quality lead generation. Take a proactive approach to lead generation, consistently seeking new opportunities and strategies to improve results. Drive the team towards achieving targets and goals, maintaining a strong focus on results and outcomes. Collaborate effectively with other departments, including marketing and product teams, to align lead generation efforts with overall business objectives. Ensuring data-driven decision-making, monitoring performance metrics, and continuously optimizing lead generation efforts.

Analyze sales data, campaign performance metrics, and lead generation results. Extract actionable insights from data analysis to identify trends, patterns, and opportunities for improvement. Regularly review performance reports to assess team and campaign

effectiveness. Develop standardized reporting templates and dashboards to provide visibility into sales performance at both individual and team levels. Generate regular reports summarizing key metrics, trends, and insights for stakeholders. Leverage data-driven insights to identify areas for improvement in lead generation strategies, campaign tactics, and sales processes. Implement A/B testing and experimentation to optimize campaign performance and maximize ROI. Provide training and guidance to the inside sales team.

Ideal candidate profile: Bachelor's degree or equivalent experience. Minimum of 8 years of experience in inside sales, with a proven track record of success. Excellent communication skills, both verbal and written, with fluency in English. Strong pre-sales experience, with a deep understanding of lead generation strategies and techniques in IT services. Ability to thrive in a fast-paced, dynamic environment and adapt quickly to changing priorities. Strong leadership and team management skills, with the ability to motivate and inspire others towards achieving goals. Proficiency in utilizing CRM tools and other sales management software.

Interested candidates may share resume at manisha.sharma@salesprofit.in

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