

JD – Inside sales Executive

- Putting up appropriate Market Research on the companies.
- Cold Calling, Email Campaigning, Follow up Emails, Extensive Primary / secondary Market Research.
- Research & Identify areas of business opportunities.
- Maintain, build and update calling/ mailing databases.
- Researching organizations and individuals online (especially on social media) to identify new leads and potential new markets.
- Researching the needs of other companies and learning who makes decisions about purchasing.
- Handle the initial level of calls and pass it on to the sales team.
- Working closely with sales team to identify / penetrate target accounts.
- Pitching in the appropriate solutions to the prospect companies.
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- Generating inquiries from the fortune 500 companies.
- Send Follow Up marketing materials.
- Make Follow Up monthly calls until the relationship is established.
- Extensive cold calling and email marketing campaigns.
- Reporting to the Respective Managers time to time.

SKILLS/ REQUIREMENTS

- 1– 3 years of experience in IT Services / Products. (Females Preferred)
- Post Graduate / Graduate (M.B.A / B.E/ B.Tech).
- Should have passion towards Business Development.
- Good verbal & Presentation skills.
- Ability to work individually and as part of a team.
- Excellent listening skills & has patience.
- High level of integrity and work ethic.