

Inside Sales Executive

Experience: 1 to 3 years, **Vacancy no:** 3

Age: 23 to 30 years, **Education:** Any graduation/ MBA

- Prospect for different databases & social networking sites.
- Meet or exceed sales targets via customer retention & new customer acquisition.
- Generate leads & talk to the client.
- Proactive in the overall closure of the lead.
- Focus on sourcing new sales through inbound leads, working directly with potential customers to understand their needs, and closing sales throughout the year.
- Source new sales opportunities through inbound lead follow-up and outbound cold calls and emails
- Understand customer needs and requirements
- Excellent negotiation and consultative sales skills.
- Effective communication skills.
- Exceptional customer service skills.
- Close new clients over the phone or email.
- Understand how to handle sales objective and close over the phone.