



<https://www.cielhr.com/careers/inside-sales-executive/>

Inside Sales Executive

Description

We are seeking a motivated and goal-driven Inside Sales Executive to join our team. The ideal candidate will be responsible for generating qualified leads through outbound communication, managing a pipeline of prospects, and scheduling appointments for the sales team. This role requires exceptional communication skills, persistence, and attention to detail in maintaining CRM data.

Qualifications

- Experience: Minimum 6 months of experience in inside sales, lead generation, or a similar role.
- Strong communication skills, both verbal and written.
- Ability to make a high volume of outbound calls daily.
- Experience using CRM software to manage client data.
- Proficiency with tools like LinkedIn and internet-based research for lead generation.

Work Deliverables

1. Lead Generation via Phone and Email:
 - Conduct outbound phone calls and email outreach to potential B2B clients.
 - Achieve a daily target of 50-100 calls to generate new leads and business opportunities.
2. Appointment Setting:
 - Identify potential clients, qualify leads, and schedule appointments for the sales team.
 - Ensure each lead is well-qualified by understanding the client's business needs and matching them with our solutions.
3. Identify Key Decision Makers:
 - Research and identify appropriate decision-makers within target organizations.
 - Understand their business objectives and challenges to better tailor the outreach.
4. CRM Management:
 - Maintain and update the CRM with all communications, ensuring that client information is accurate and up-to-date.
 - Attach relevant documents and log all activities to ensure seamless communication flow between departments.
5. Lead Database Building:
 - Leverage tools like LinkedIn, the internet, and other resources to build a robust database of qualified leads.
 - Continuously update and expand the prospect pipeline by identifying new business opportunities.
- Relationship Building:
 - Develop and nurture relationships with potential clients to build trust and increase the chances of successful sales conversion.
6. Follow-Up:
 - Follow up with prospects via phone calls, emails, and other channels to move leads through the sales funnel and set qualified meetings.

Perks and Benefits:

- Competitive salary package of up to ₹5 Lakhs per annum.

Hiring organization

CIEL HR

Employment Type

Full-time

Experience Years

6 Months

Job Location

Bangalore

Base Salary

₹ Up to - ₹ ₹5 Lakhs Per Annum

Date posted

October 17, 2024

- Performance-based incentives.
- Opportunity to work with a dynamic and growing team.
- Professional growth and development opportunities