

Inside Sales Representative

Experience : 0-2 Years

Location : Gurugram

Brief Job Description :

An inside sales rep will play a polygonal role in achieving our ambitious customer acquisition and revenue growth objectives. S/he will be having diversified role of account management, Revenue generation / Retention / Service / operations / escalation handling. S/he must be comfortable making dozens of calls per day, working with multiple set of customers, generating interest, qualifying prospects and closing sales. S/he is accountable for delivering a broad and deep relationship with our accounts, ensuring a longer term strategic relationship is maintained. The role requires a strongly motivated person that can meet customer's expectations and be able to take a hands-on approach to problem solving by using their initiative and available resources to provide customer proposals and solutions. The role's key metric is sales contribution and Account Managers aim to increase revenues. S/he should have a positive attitude to dealing with people and the ability to work under pressure whilst maintaining work priorities.

Primary Skills :

- Excellent verbal and written communications skills
- Ability to work to deadlines in a performance driven environment
- Strong phone presence and experience dialing dozens of calls per day
- Capacity for listening, questioning, dealing and confrontation, and overcoming objections
- Strong Analytical and Technical Skills
- Ability to use own initiative like Problem Solving / Decision-Making Skills
- Negotiation and Persuasion Skills
- Able to work within a team as well as independently

Secondary Skills Required :

- Experience in Telecom VAS / Media or Hard core /BPO/ 3rd Party sales process
- Should be comfortable working towards clearly defined sales targets
- Honest, hardworking, ambitious, and a team player
- Appropriately assertive manner to deal with customer
- Confident, Tenacious and proactive

Other Attributes :

- Should be good at Data Crunching
- Should be aware of Detective / Corrective / Preventive process