

**JOB TITLE:** Inside Sales Executive

**EXPERIENCE:** 1-4 Years

**Department/Group:** Sales

**Location:** On Site Noida

### ROLE AND RESPONSIBILITIES

- Generating new business leads and opportunities
- Reaching out via phone/email/social media to connect with prospective customers
- Understand client requirements and provide multiple solutions from existing offering
- Conducting secondary research in order to personalize prospecting efforts
- Staying up to date with the latest procurement industry trends & best practices
- Competitor analysis & positioning against them
- Tracking leads through the entire sales cycle

### LOOKING FOR SOMEONE WITH

- Should have experience of 1-4 years in business development/inside sales in a market research / procurement research organization
- Extremely passionate and motivated
- Excellent verbal & written communication skills in English
- Soft Skills (Pitching, Probing, Objection Handling, Rapport Building)
- Proficient in professional business conversational etiquette
- Networking & Team Player
- Educational Qualification: Bachelors or Masters in any subject (MBA preferred)