

POSITION

INSIDE SALES-TEAM LEADER

ORGANIZATION

WORK BETTER TRAINING &
DEVELOPMENT

LOCATION

BORIVALI EAST

WORKING DAYS

5 DAYS (MONDAY-FRIDAY)
SATURDAY – WFH

WORK TIMINGS

9:30 AM- 6:30 PM

COMPANY PROFILE

We are an Executive Education & Training company that specializes in Soft Skills & Behavioral Training. We design and deliver customized training programs PAN India & are pioneers in creating the finest blend of industry best pre & post program initiatives. With the support of some of the biggest names in Corporate India as our clients, we have enjoyed a growth rate of over 30% since our inception in the year 2008.

We are a melting pot of people from diverse professional backgrounds with the common love for the Learning & Development space and the outlook to drive real change in

ROLES & RESPONSIBILITIES

- Building the architecture of Inside Sales Team at Work Better.
- Mapping out an Inside Sales strategy that will ensure setting up productive appointments for the Business Development Team.
- Leading and coaching a team of inside sales executives.
- Aligning team on role clarity, targets and driving results towards meeting the targets.
- Monitoring and measuring team performance against KPIs and KRAs set.
- Maintaining master database for the team and updating it periodically.
- Working on scripts with the team, making ongoing amendments as necessary.
- Identifying target contacts within potential customer segments and industries.
- Reviewing and consistent feedback sessions with team members.
- Setting the right call quality measures to maximize results from the team.
- Making calls yourself to achieve your own set of targets and KPIs.
- Collaborating with the Business Development team to exchange key data and information for maximizing results.
- Suggest and implement improvements in the inside sales administration process.
- Ensure Sales Pipeline remains full with qualified leads and prospects.
- Updating the CRM or necessary reporting formats as per schedule.
- Participation in the hiring & induction training process of employees within team.

the way professionals work. Our work culture is highly infectious, where hard work & fun, dedication & passion go hand-in-hand. Our enthusiasm in our everyday work is what makes us an amazing place to work at. If you want to be a part of an exciting journey and play an important role in building a great company, this is the place for you.

EXPERIENCE

4 – 5 years of relevant experience in a similar role with a proven sales record

REMUNERATION

Based on your Current CTC / Competitive as per industry standards

ADDITIONAL INCENTIVES

Learning opportunity, with a free hand to deliver, innovate and experiment with ideas.

SKILLS

- Has an in depth understanding of the role and results that can be driven through an Inside Sales team.
- The ability to drive, motivate, inspire team to meet desired results.
- Excellent people management skills and an ability to drive sales results.
- Impeccable command over written and spoken English.
- Must possess the ability to converse, handle and operate with internal/external stakeholders.
- Attention to detail. Research and analysis oriented.
- Must possess a 360-degree problem solving perspective.
- Track record of over-achieving sales targets.
- Strong phone presence and experience in dialing in larger volumes of calls per day.
- Strong systems and CRM skills.

QUALIFICATIONS

Bachelor's degree any discipline.