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| <b>Position / Designation</b>                         | Inside Sales-Executive  |
| <b>Organization Name</b>                              | Work Better Training & Development  |
| <b>Company Profile</b>                                | We are an Executive Training & Team Building firm specializing in the field of Behavior and Soft Skills Training. Within 7 years of our existence, we have created a reputation in the training industry for making People Development a highly effective and a fun process. With the support of some of the biggest names in Corporate India as our clients, we continue to grow at an extremely rapid pace.   |
| <b>Location</b>                                       | Borivali-East, Mumbai   |
| <b>Roles &amp; Responsibilities / Profile Details</b> | <ul style="list-style-type: none"> <li>• Source new sales opportunities through inbound lead follow-up and outbound cold calls and emails</li> <li>• Understand Customer needs and requirements</li> <li>• Route qualified opportunities to the appropriate Sales managers for further development and closure.</li> <li>• Close sales and achieve monthly / quarterly quotas.</li> <li>• Research accounts, identify key players and generate interest.</li> <li>• Maintain and expand your database of prospects within your assigned territory.</li> <li>• Contribute to the overall achievement of the team's revenue and non-revenue targets.</li> </ul> |
| <b>Skills</b>   | <ul style="list-style-type: none"> <li>• Proven Inside Sales Experience.</li> <li>• Track record of over-achieving quota.</li> <li>• Strong phone presence and experience of dialing dozens of calls per day.</li> <li>• Comfortable at working on MS Excel &amp; MS Word.</li> <li>• Excellent verbal and written communications skills.</li> <li>• Strong listening and presentation skills.</li> <li>• Ability to multi-task, prioritize, and manage time effectively.</li> </ul>  |
| <b>Experience</b>                                     | 2- 3 years of relevant work experience in Inside Sales/Calling/BPOs   |
| <b>Qualifications</b>                                 | Graduate  |
| <b>Working Days</b>                                   | 5 days ( <i>Monday to Friday-Office</i> ) ( <i>Sat-Work from Home</i> )   |
| <b>Working Timings</b>                                | 9:30 A.M to 6:30 P.M  |
| <b>Remuneration</b>                                   | Based on your Current CTC / Competitive as per industry standards   |