

1. Job Details

Job title	Associate/Sr. Associate– Inside Sales
Department	Sales & Business Development
Location	Mumbai

3. Job Scope

An inside sales associate will play a fundamental & strategic role in achieving the customer acquisition and revenue growth objectives. The role will be responsible for lead generation via cold calling, Drip/Mailchimp any other marketing activities to get the potential clients for the business. The role also requires an extensive market research to identify, build & manage potential customers pipeline for assigned region within India/ USA.

4. Accountabilities**Key Duties & Responsibilities: -**

- To generate leads and develop sales opportunities by researching and identifying potential clients through inbound lead follow-up and outbound cold calls and emails.
- Schedule First Level Appointments and Follow-up meetings with existing prospects.
- Understand target customer's business requirements, create a value selling pitch and closing the sale or hand off such qualified leads to sales manager.
- Build brand image/brand awareness and assist in increasing the Sales and Profit Ratio of the organization.
- Maintain a positive relationship with clients during sales process and assist them in after sales support.
- Maintain up-to-date information on our services and products, industry, competition, and market conditions to present them to clients and ensure customer needs are met.

5. Qualifications and Experience

- 3+ years of experience in inside sales & sales, specifically in a tech company, would be preferred.
- Proven experience in lead generation, Sales, digital marketing, and handling India clientele.
- Must have excellent communication, presentation, negotiation, and interpersonal skills.
- Relentless learner and passionate about selling the tech products.

6. Competencies

Behavioral	Functional/Technical
<ul style="list-style-type: none"> • Analytical Mindset • Problem Solving & Decision Making • Willingness to learn. • Detail-Oriented • Emotional Intelligence. • Relationship Building • Negotiation 	<ul style="list-style-type: none"> • Product Knowledge • Digital Marketing and Social skills. • Ability to Forecast Sales opportunities based on Analytics. • Drip/Mailchimp/Email Marketing activities. • Upselling & Cross Selling Techniques. • LinkedIn Sales Navigator Tool

A brief about the company:

Predoole Analytics is a Data Analytics company providing actionable insights to CXOs with their expertise in niche disruptive technologies. We leverage Data Engineering, BI/AI and Automation as well as our Devops knowledge to help enterprises derive value out of data. We are Elite partner of OEMs like Qlik/Talend, Gold partner of Microsoft, Google Cloud partner and award-winning partner of Automation tool UiPath to name a few. We pride ourselves on maintaining a great culture conducive to the career growth of our employees. Please visit our website for more information www.predoole.com. Send your resumes at careers@predoole.com