

JD FOR INSIDE SALES

Job Title : Inside Sales
Report to : Inside Sales Manager
Location : Noida

Job Summary:

We are seeking a highly motivated and results-driven Inside Sales Representative to join our inside sales team. The successful candidate will be responsible for generating new business leads, building relationships with customers, driving sales revenue, and meeting sales targets through outbound and inbound telephone sales.

Key Responsibilities:

- 1. Prospecting:**
Generate new business leads through outbound/inbound telephone calls to prospective customers.
- 2. Needs Analysis:**
Conduct needs analysis with customers to understand their business requirements and identify opportunities for our products or services.
- 3. Product/Service Presentations:**
Deliver product or service presentations to customers via telephone & Mails to highlight the features, benefits, and value proposition.
- 4. Order Management:**
Manage orders from receipt to delivery, including processing orders, coordinating with logistics, and ensuring timely delivery.
- 5. Handling Objections:**
Handle customer objections and concerns in a professional and courteous manner.
- 6. Closing Sales:**
Close sales deals and negotiate pricing, prepare quotation and terms as needed.



7. Account Management:

Build and maintain relationships with existing customers to identify opportunities for upselling and cross-selling.

8. Data Entry:

Enter sales data into our CRM system to track sales activity and customer interactions.

9. Target Achievement:

Meet or exceed monthly, quarterly, and annual sales targets, including revenue and customer acquisition targets.

Target Responsibilities:

1. Achieve monthly sales revenue target
2. Acquire new customers as required
3. Maintain a sales conversion rate
4. Meet or exceed quarterly and annual sales targets

Requirements:

1. Education: Bachelor's degree in Business, Marketing, or related field.
2. Skills: Strong communication, interpersonal, and negotiation skills, with the ability to work in a fast-paced environment.
3. Software Skills: Proficient in CRM software and Microsoft Office.

What We Offer:

1. Certification of completion
2. Performance based Job security

Company:

MSafe Group is a renowned Aluminium scaffolding Sale, Rent & Manufacturer in India established in 2019. We provide customized work-at-height solutions. MSAFE has its corporate office at Noida Sector 15 Metro Station, C-108, Ground Floor, Sector 2, Noida, Gautam Buddha Nagar, Uttar Pradesh, 201301 and Manufacturing Unit (Total 03 Nos.) at Kasna, Greater NOIDA, Uttar Pradesh and Company is having Yards & regional Sales offices at 16 locations in India.

Know more about us just click on the below website link.

Website : www.msafegroup.com