

Are you someone who is looking for :

- Award winning training & mentoring?
- A vast growing Bangalore based company?
- A career structure to advance into management?
- More recognition & compensation for your hard work?

JD for Inside Sales Support Executives

- Ability to manage time and be efficient with cold calls
- Assist in customer escalation as per escalation procedure
- Perform routine follow up calls as per procedure to hit Sales Goals
- Dedication and focus to making cold calls to build business pipeline
- Ability to communicate and negotiate with high level Executives of large corporations
- Assist in completing sales process in terms of research including proposals and marketing.
- Execute an approach to your sales territory with clear emphasis on strong pipeline building
- Complete and maintain accurate sales forecasts, data gathering and reports for Business Managers
- Conduct regular customer review calls as per customer review procedure and follow up as necessary
- Conduct ongoing customer needs, analysis and research on customer requirements through resources available on Internet.

Qualification and Experience Desired

- Must be able to learn quickly
- Strong Communication Skills in English
- Industry experience in telephone based sales preferred.
- Strong Internet Skills (*In terms of Searching and Retrieving*)
- 0 – 2 years' experience, which means Freshers can also apply.
- A highly customer-focused mindset and consultative sales approach
- Skilled at using a consultative solution-based sales methodology(*Candidates with Experience*)
- Only Sales or any Customer Interactive Experience will be counted as Experience. Experience from any other background shall be taken upon the face value during the interview.

Work Culture

- Employee First, Customer Later approach.
- Rewards and Recognitions are fundamental part of our culture.
- Independent Job Handling with immense support in Training and Mentoring
- 100% Day shift jobs. 9 AM to 6 PM. Monday to Friday. Saturday and Sunday Off.
- Fun Activities includes, Loads of Fun Activities in Office and Once in a month Team Outing.

Salary and Compensation

- Take Home Salary of Fresher :- Rs.9600/- plus Rewards (*If Qualified*)
- Take Home Salary of non-Fresher :- Rs.12,300/- plus Rewards (*If Qualified*)

Selection Process

- 1st Round: Basic Interview: - To check Communication skills and Command over English. Apart from few basic Question and Answer, may have to read a paragraph.
- 2nd Round: Test: - For Analytical, Comprehension and Writing Skills to be checked.
- 3rd Round: Budding Up: - Candidates will have to watch a live environment work for a minimum of 3 to 4 Hours for 2 days and report back with observation.
- 4th Round: Discussion and finalizing on Salary. Joining date to be discussed etc.

First Step

Contact Mukund @ 9886161482 or alternatively send across your resume to career@ensomerge.com