

Outbound Sales Specialist

Description

This is an opportunity for you to use your incredible sales skills, embrace and drive real value to the customers. Your business acumen, research, ability to show Return on Investment and closing skills will win the day.

You will be working for businesses in the US and be a part of one of the best sales teams. You will have exposure to a highly dynamic sales environment outselling the competition that uses inside sales in the US market.

Responsibilities

- Clear and concise verbal communication skills appropriate to the U.S prospects.
- Proven in outbound calling & upselling.
- Maintain excellent knowledge of the products and industry and leave the prospect wanting to buy.
- Work to achieve the KPIs set by the Sales Head.
- Focused on target-driven sales.
- Ability to engage and build long-term relationships with prospects.
- A disciplined approach to managing your territories and your sales efforts daily.
- Passion for sales; successful candidates are self-driven, energetic, confident, and motivated with the ability to think on your feet
- Open to work for shift 6.30p – 3.30a
- Prior experience: 1-3 years US Outbound sales experience from a call center background is a must.

Employment Type

Full-time

Department

Sales & Business

Job Location

104, Third Floor, Infantry Techno Park, Infantry Rd, 560001, Bangalore, KA, India

Date posted

September 30, 2021