

JOB DESCRIPTION

CUSTOMER SUCCESS ASSOCIATES - Education Solutions Company
YELAHANKA NEW TOWN, BENGALURU

Applicants residing within 10 km of Yelahanka only need to Apply

To fuel our growth we are looking for a passionate **CUSTOMER SUCCESS ASSOCIATE** immediately. This role would be part of the B2C and B2B sales functions in driving a new customer acquisition, customer relationship management, Operations & reporting.

This is an excellent opportunity with unlimited potential for a self-driven, tenacious, intelligent, articulate, ambitious, and intuitive individual who enjoys the fast-paced work environment and is looking to establish a career in a start-up environment.

RESPONSIBILITIES

- New Business Development Through Cold Calling/Outbound Calls.
- Create, Maintain, And Update the Database/Reports of Prospects
- Consolidate Existing Customer Base While Building New Customer Base.
- Respond To Customer Inquiries and Resolve.
- Source New Sales Opportunities Through Inbound Lead Follow-Up and Outbound Cold Calls and Emails
- Understand Customer Needs and Requirements
- Team With Channel Partners to Build Pipeline and Close Deals-Perform Effective Online Demos to Prospects

REQUIREMENTS

- Excellent Written and Verbal Communication Skills.
- Minimum one year of Proven Track Record of Cold Calling Experience
- Must-Have Strong Convincing Skills.
- Excellent Phone Etiquette.
- Professional And Courteous Disposition.
- Persuasive And Results-Oriented.
- Strong Phone Presence and Experience Dialling Dozens Of Calls Per Day Proficient With Corporate Productivity and Web Presentation Tools

EDUCATION AND EXPERIENCE:

- Graduate in any discipline.
- 2-5 Years of Lead Generation/Business Development /Sales experience

Experience in Education Industry will be an added advantage