

## **INSIDE SALES ASSOCIATES**

Yelahanka New town, BENGALURU

Applicants residing within 10 km of Yelahanka only need to Apply

### **Responsibilities**

- Responsible for making enhanced outbound calls on leads provided by the company and following a diligent process toward converting leads to customers.
- Contact Students and sell the idea and program.
- Have a good hold on English and South Indian languages.
- Ask questions to understand customer requirements and convert the leads
- Go the "extra mile"; to meet closures target and facilitate future leads
- Analyse and share active feedback about customer behaviour, market demands, and competition to the management team
- Responsible for student sign-up and achieving their targets.
- Should be able to assist students in obtaining the necessary documentation needed for the registration process.
- Work in a fast-paced goal-oriented environment.
- Achieve monthly milestones and convert leads.
- Maintain a detailed database with all information on the prospects.

### **Requirements:**

- Excellent Written and Verbal Communication Skills.
- Should have an excellent command of English, Kannada, and Telugu
- Minimum one year of Proven Track Record of 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.

### **Education and Experience**

Any Graduate

Minimum experience of 1- 4 years in Inside B2C Sales /Outbound calling