

Job Title:	Inside Sales Executive	Job Category:	Sales
Department/Group:	Sales		
Location:	Bhubaneswar, Odisha	Travel Required:	No
Level/Salary Range:	₹1,80,000-2,16,000	Position Type:	Full-time
HR Contact:	+91-9668212743	Date posted:	1 st July 2021
Will Train Applicant(s):	Yes	Posting Expires:	31 st Aug 2021
Applications Accepted By:			
E-mail:- hr@bookingjini.com			
Job Description			
<p>Role and Responsibilities:</p> <ul style="list-style-type: none"> • Actively sourcing new sales opportunities through cold-calling and emailing. • Generating Leads, Qualifying, Identifying targeted Hotels. • Developing in-depth knowledge of product features and benefits. • Understanding Client needs, Product Mapping, Need Analysis, Fulfilling Targets • Advising customers on suitable product selection based on their needs and specifications. • Creating a sales pipeline to accurately reflect the relative placement of sales prospects in the purchasing process. 			

Preferred Skills

Bachelor's degree in Business Administration or Management, Marketing, or related field is preferred

Proficiency in all Microsoft Office applications and Customer Relationship Management (CRM) software

Strong analytical and problem-solving skills

Excellent negotiation and consultative sales skills

Effective communication skills

Exceptional customer service skills

Should have a positive attitude.