

<b>Job Title:</b>	Inside Sales Executive	<b>Job Category:</b>	Sales
<b>Department/Group:</b>	Sales		
<b>Location:</b>	Bhubaneswar, Odisha	<b>Travel Required:</b>	No
<b>Level/Salary Range:</b>	₹2,16,000-₹ 3,00,000	<b>Position Type:</b>	Full-time
<b>HR Contact:</b>	+91-9668212743	<b>Date posted:</b>	1 <sup>st</sup> July 2021
<b>Will Train Applicant(s):</b>	Yes	<b>Posting Expires:</b>	31 <sup>st</sup> Aug 2021
<b>Applications Accepted By:</b>			
<b>E-mail:-</b> <a href="mailto:hr@bookingjini.com">hr@bookingjini.com</a>			
<b>Job Description</b>			
<p><b>Role and Responsibilities:</b></p> <ul style="list-style-type: none"> <li>• Developing in-depth knowledge of product features and benefits.</li> <li>• Understanding Client needs, Product Mapping, Need Analysis, Fulfilling Targets</li> <li>• Utilizing virtual meetings to build relationships with new customers.</li> <li>• Processing customers' purchase orders and liaising with the logistics department to ensure the timely delivery of ordered products.</li> <li>• Advising customers on suitable product selection based on their needs and specifications.</li> <li>• Creating a sales pipeline to accurately reflect the relative placement of sales prospects in the purchasing process.</li> <li>• Following up on sales inquiries that are made by potential customers through website chats, emails, and inbound calls.</li> </ul>			

### **Preferred Skills**

- Master'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.
- Proven sales experience
- Strong analytical and problem-solving skills
- Excellent negotiation and consultative sales skills
- Effective communication skills
- Exceptional customer service skills
- Should have positive attitude.