

Role: Inside Sales Specialist

About Skill-Lync

Skill-Lync is a Y-combinator backed company, focused on re-engineering engineering education. We bridge the gap between academia and the industry by providing industry-relevant engineering courses across mechanical, civil, electrical, electronics, and computer science domains. This increases the employability of the engineers graduating from our platform.

We will be the future online engineering college. To know more about us, visit the following links

- <https://skill-lync.com/>
- <https://www.youtube.com/channel/UCc6AKorV1iA6CmM3yT2CKjA>
- https://www.instagram.com/skill_lync/

Founding Team

Skill-Lync was founded in 2018 by Sarangarajan V. Iyengar and Suryanarayanan P. The founders have over a decade and half experience among them with a strong background in academia and industry

Sarangarajan V: <https://www.linkedin.com/in/sarangarajan-v-iyengar/>

SuryaNarayanan P: <https://www.linkedin.com/in/suryanarayanan-paneerselvam-05b65732>

We have recently raised a 125 Cr funding round to aggressively scale up and expand. For more reading on Series A funding: <https://rb.gy/uovlvy>

What are you expected to do in this role

Inside Sales Specialist will do consultative sales to the potential students who wants to bridge their learning gap from academic to the industry. He/She will be required to achieve the given targets, collaborate with fellow employees and work in a fast paced environment.

Roles & Responsibilities but is not limited to:

- Identify new sales opportunities and handle both inbound and outbound calls to follow up.
- Make cold calls and emails to explore sales opportunities.
- Achieve monthly milestones and close sales.
- Collaborate with teammates and work towards closing deals.
- Maintain a detailed database with all information on the prospects.

Work Locations: Chennai, Bangalore, Hyderabad

Work Timings: General/Day shift. 6 days work week with roster off

Desired Skills:

- Fresher Graduates in Engineering & MBA specialization
- Effective communication skills.
- Energetic & Passionate folks who want to make a mark in Sales
- High Result orientation & a Can-do attitude

Salary: Best in the industry (4 LPA + 3L Incentives)