

JOB DESCRIPTION- INSIDE SALES EXECUTIVE

*Position Vacant	Inside Sales Executive
*Organization Name	Typof Technologies Pvt. Ltd.
*Company Profile	<p>Typof is an e-commerce platform, easy as Canva, Powerful as Shopify. Typof is simple to set up, cheaper and better for non-technical sellers.</p> <p>We are enabling artisans to create their e-commerce site and go live, interact with their customers, and sell the product directly.</p> <p>For more details please visit our website: https://typof.com/</p>
*Education	Any Graduate
Job Description / Responsibilities	<p>The job entails creation of sales funnel and revenue generation. This will involve research on the web, active participation and publicity in social media and tele-calling clients to generate qualified leads and sales conversion.</p> <p>Key functions of this role are:</p> <ul style="list-style-type: none"> ● Cold calling, lead gathering and sales closing for open ● Business-to-Business lead generation and setting up appointments and meetings. ● Focus and drive to achieve targets, budgets and results ● Establishing account presence and holding the attention of key contacts ● Re-qualifying leads from events, mailers, social media and other activities ● Responsible for achieving or exceeding monthly metrics such as lead generation, lead conversions, sales closing, revenue generation, and identifying new prospects ● Manage & execute research activities as required to compile successful campaign target lists ● Entry, distribution and management of target/lead information/records into sales contact database ● Will be assessed on the number of qualified leads generated in the sales funnel, their quality and the revenue generated ● Daily, Weekly & Monthly reporting on revenue targets, qualified lead generations & business growth
Desired profile of the candidate	An inside sales executive with Fresher-2 years of experience with sound knowledge of IT-Software/ Training Services/BPO outbound sales process. 'Must-have' traits/skills for this role:

	<ul style="list-style-type: none"> ● Self-motivated and can work under pressure to achieve team and individual targets. ● Should be an extrovert and confident person ● Proven track record in cold calling, sales prospecting and revenue generation ● Excellent Telephone Etiquette and Conversational skills ● Good writing skills ● Should have very good knowledge of and be active on social media platforms e.g. Facebook, LinkedIn, Twitter etc. ● A team player with a positive attitude ● Specialization: sales, marketing, Technical Sales and Tele-sales. ● People handling skills are desirable. 	
*Desired work experience (in complete years):	Min Fresher	
	Max 2 yrs	
Compensation Offered (optional)	As per industry standard	
*Location of posting	Bhubaneswar	
*Contact Information:	Company Address	501, 5th Floor, Esplanade One Mall, Rasulgarh, Bhubaneswar- 751010
	Mobile No	+91 9040660463
*Email	divya.mallick@typof.in	