



<https://geekinformativ.com/job/appointment-setter/>

## Inside Sales Executive

### Description

As an **Inside Sales Executive**, you'll play a pivotal role in our company's growth by reaching out to prospective clients and initiating conversations about our IT services and solutions. This role serves as the crucial first step to delivering a compelling sales pitch tailored to each prospect's needs and interests.

### Responsibilities

- Initiate contact with potential clients prospecting, and lead generation via cold calling and networking efforts, aligning with the identified industry, solutions, or services.
- Deliver compelling sales pitches tailored to each prospect's needs and interests, emphasizing the value proposition of our IT services and solutions.
- Secure appointments with key decision-makers for further discussions, serving as the critical first step in the sales process.

### Qualifications

- Proven ability to identify and pursue leads, coupled with strong follow-up skills to nurture relationships effectively.
- In-depth technical knowledge and a comprehensive understanding of our company's IT services and solutions.
- Exceptional presentation skills and a polished professional demeanour.
- Outstanding interpersonal and communication skills, essential for building rapport with clients and internal teams.
- Bachelor's degree in IT, business, or a related field preferred.
- Minimum of 2 years of experience in sales, customer/client interaction, or cold calling roles, preferably within the IT industry.

### Job Benefits

<https://youtu.be/SLb5lc4ktQE>

- 5 days working
- Paid Travel/Rejuvenating Leaves
- Quarterly Movie Tickets
- Flexible Working Hours
- Family Health Insurance
- Birthday & Anniversary Leaves
- Gym Membership Discounts

### Working Hours

9:30 AM to 6:30 PM

### Job Location

Bestech Business Tower Sec- 66, 160062, Mohali, Punjab, India

### Hiring organization

Geek Informatic & Technologies Pvt. Ltd.

### Experience

2 to 4 Years

### Employment Type

Full-time

### Industry

Information Technology Services

### Date posted

April 23, 2024