



<https://invoay.com/job/inside-sales-specialist-noida/>

Inside Software Sales Specialist (SaaS)

Description

We are seeking a motivated and results-driven **Inside Software Sales Specialist** to join our dynamic sales team at our Noida office. This role focuses on driving the sales of our SaaS solutions, including Billing, POS, and CRM software, by engaging with potential clients, understanding their needs, and offering tailored software solutions that align with their business objectives.

As an Inside Software Sales Specialist, you will be responsible for generating leads, conducting product demos, and closing sales deals through a consultative sales approach. You will work closely with the marketing and customer success teams to ensure a seamless sales process and exceptional client experience.

About Us:

Invoay Software is a leading provider of innovative **Billing, POS (Point of Sale), and CRM (Customer Relationship Management) software** solutions designed to empower businesses in the retail, hospitality, and service sectors. Our cutting-edge SaaS products are trusted by a diverse range of clients to streamline operations, enhance customer experiences, and drive growth.

Responsibilities

- **Lead Generation & Prospecting** Identify and qualify potential clients through cold calling, email campaigns, and inbound inquiries.
- **Sales Pitch & Product Demo** Present and demonstrate our Billing, POS, and CRM software solutions to prospective clients, addressing their specific needs and challenges.
- **Consultative Sales Approach** Understand the client's business processes and pain points to offer customized software solutions that deliver tangible value.
- **Pipeline Management** Maintain and update the sales pipeline, ensuring timely follow-ups and communication with prospects.
- **Achieving Sales Targets** Meet and exceed monthly and quarterly sales targets, contributing to the overall revenue growth of the company.
- **Collaboration** Work closely with the marketing team to align sales strategies with ongoing campaigns and with the customer success team to ensure smooth onboarding and support for new clients.
- **Market Research** Stay informed about industry trends, competitors, and the latest developments in SaaS solutions to effectively position our products.

Qualifications

- **Education** Bachelor's degree in Business Administration, Marketing, IT, or a related field. (MBA is a plus)
- **Experience** 3-5 years of experience in inside sales, preferably in SaaS,

Hiring organization

Invoay Software

Employment Type

Full-time

Industry

SaaS (Software as a Service) –
Billing, POS, and CRM Software

Job Location

E 14, 2nd Floor Sector 3, 201301,
Noida, Uttar Pradesh, India

Date posted

22 August 2024

software sales, or a related industry.

- **?? Skills:**
 - **?? Communication**Excellent communication and interpersonal skills.
 - **?? Presentation**Strong presentation skills with the ability to convey complex software solutions in a clear and compelling manner.
 - **?? Motivation**Self-motivated with a proven track record of achieving or exceeding sales targets.
 - **?? Adaptability**Ability to quickly learn and adapt to new software products and industry trends.
 - **?? Tools**Familiarity with CRM software and sales tools.
- **??? Technical Acumen**Ability to understand and explain technical software features and benefits to non-technical audiences.

Job Benefits

- **?? Competitive Salary**Base salary with attractive performance-based incentives.
- **?? Career Growth**Opportunities for professional development and advancement within the company.
- **?? Training & Development**Continuous training on our software solutions and sales strategies.
- **?? Health & Wellness**Comprehensive health insurance and wellness programs.
- **?? Work Environment**Collaborative and innovative work culture with opportunities to work on exciting projects.

Contacts

?? Why Join Invoay Software?

Be a part of a forward-thinking team that is transforming the retail and service industries through innovative software solutions. At Invoay, you'll have the opportunity to grow your career, work with cutting-edge technology, and contribute to the success of businesses across India.