Business Development Manager – Inside/ SaaS Product Sales – Delhi

Description

We are looking for a talented and competitive Sales Development Manager that thrives in a quick sales cycle environment. The successful candidate will play a fundamental role in achieving our ambitious customer acquisition and revenue growth objectives. You must be a pro at using Linkedin, Sales CRM, Email and comfortable making connections via Whatsapp chats or calls every day.

Responsibilities

- Learn & understand our products and our prospective clients well.
- Understand customer pain points, requirements and correlate Invoay solutions and customer requirements.
- Source new sales opportunities through outbound reach, cold emails, skype chats or phone calls or anything to reach out to prospective customers.
- Respond, engage and qualify inbound leads and inquiries.
- Engage current users to expand awareness, educate, ask for referrals, identify new opportunities and develop account intelligence.
- Execute planned sales activities and develop a target list of high potential new customers.
- Resolve customer complaints regarding sales and services.
- Achieve monthly & quarterly quotas.
- Perform effective online demos to prospects.
- Manage customer queries on Intercom, whatsapp and email.

Requirements

- Exceptional communication skills, both oral and written, coupled with excellent listening skills and a positive and energetic phone presence.
- Ability to make focused efforts to close deals. The ideal candidate should be strategy-driven with a research-based approach.
- Proven sales development experience, preferably at an Internet startup or SaaS industry.
- Track record of over-achieving quota.
- Savvy with Google search to create a lead, and CRM tools.
- Proficient with corporate productivity and web presentation tools.
- Ability to multitask, prioritize and manage time effectively

Hiring organization
Invoay Software

Employment Type
Full-time

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