

Inside Sales Executive

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Company: Glowfishlabs

Location: Lahore

Category: other-general

We are seeking an Inside Sales Executive, to assist the team with outbound marketing and sales initiative.

Responsibilities B2B Lead Generation and Customer Acquisition through a variety of available tools.

Generating interest, and creating a pipeline growth via emails and social media and other market-leading mechanisms.

Developing leads to stimulate business development, coordinating second-level meetings/calls.

Converting leads into sales by identifying customer needs and offering solutions.

Building Customers Relationship and keeping track of potential sales opportunities and leads.

Liaising with technical teams for preparing proposals (and other relevant materials) for the purpose of closing deals.

Following up on campaigns and providing detailed feedback on the success of each campaign.

Actively participating on Sales Team calls/meetings.

Keeping a record of calls, documents, emails, meetings and activities.

Providing a progress report on weekly results, both qualitative and quantitative.

Establishing relationships with key stakeholders in assigned prospects.

Stay up to date with industry trends and new products to effectively sell to customers.

Minimum 4+ years of relevant experience in sales, preferably in an inbound sales role.

Bachelor's degree from a reputable university.

Excellent communication skills, both verbal and written.

Strong problem-solving and negotiation skills.

Ability to work independently.

What should you expect from working with us: A competitive salary that aligns with your experience.

Health Insurance for you and your dependents.

Health and fitness allowance.

Fuel allowance.

Life insurance.

Team events.

Upload resume *

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Explain in a sentence, why do you want to work with us?*

If selected, how soon will you be able to join?#J-18808-Ljbffr

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