

TELE SALES EXECUTIVE

Job Location- Central / HO

Job roles and responsibilities:

The role of a Tele Sales Executive is to assist the organization's sales and growth efforts by contributing to new customer acquisition. He/she should be able to provide ideas to attract new clients and keep the senior management updated about marketplace and competitor activity. The primary role and responsibilities of a Tele Sales Executive include:

1. Identifying, qualifying, and securing business opportunities; coordinating business generation activities; developing customized targeted sales strategies
2. Building business from HNI data, TSE must connect via call 50-70 HNI, via email 100+, via whatsapp to all called people every day.
3. Post franchise sales content at least in 30 facebook / LinkedIn Pharmacy Franchise/ Pharma Opportunity/ business/ franchise/ startup/ MSME / Jobs in Pharma groups.
4. Your personal / unofficial facebook, Instagram, LinkedIn, twitter account is mandatory and share all content posted on official social pages of Taskar.
5. Understanding client needs and offering solutions and support; answering potential client questions and follow-up call questions; responding to client requests for proposals (RFPs)
6. Collaborating with sales and leadership to secure, retain, and grow accounts
7. Creating informative presentations; presenting and delivering information to potential clients at client meetings, industry exhibits, trade shows, and conferences
8. Creating and maintaining a list/database of prospect clients; maintaining a database (Kylas, CRM, Excel, etc.) of prospective client information
9. Cold calling; making multiple outbound calls to potential clients; closing sales and working with the client through the closing process
10. Meeting all quotas for cold, active, inactive calls, appointments, and interviews; meeting or exceeding annual sales goals
11. Maintaining a pipeline of all sales administration using CRM software
12. Collaborating with management on sales goals, planning, and forecasting; maintaining short- and long-term business development plans.
13. TSE must ensure that one category of HNI at one time and should ensure at least 5% conversion reason being this data is very important, verified probability of success is 20% but still company expects that you convert just 5% people you approach every day, weekly, monthly.
14. Aggressive approach required, company has lakh's of HNI data. Sky is the limit.

Reporting to: Business Head