

## About Us:

Jode Technologies Pvt. Ltd. (JodeTx) is a young and fast-growing Startup in Fintech Domain specialized in solutions for Banking, Financial Institutions and Merchants (<https://jodetx.com/>).

We are founded on the Vision to build technology to enable seamless financial and payment transactions and provide a comprehensive digital platform to Banks and Merchant segments.

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**Role:** B2B Tele Sales Executive

**Experience:** 1–2 Years

**Work Location:** Wagle Estate, Thane

## Job Summary:

We are seeking a dynamic and goal-oriented B2B Tele Sales Executive to drive business growth by identifying and converting potential corporate clients. This role involves reaching out to businesses, introducing our products/services, and securing meetings or sales through effective communication and relationship-building.

## Job Responsibilities:

- 1) Conduct outbound calls to businesses to promote and sell products/services.
- 2) Identify decision-makers and engage with key stakeholders.
- 3) Understand client requirements and position our offerings effectively.
- 4) Generate qualified leads and schedule appointments for the sales team (or close sales directly).
- 5) Maintain and update client database/CRM with call information and follow-ups.
- 6) Collaborate with marketing and field sales teams on campaigns and lead generation.
- 7) Meet or exceed weekly/monthly sales and call targets

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## Required Skills & Qualification:

- 1) Minimum 1-2 years of experience in B2B tele sales or inside sales.
- 2) Strong verbal communication and persuasion skills.
- 3) Ability to handle objections and build trust over the phone.
- 4) Experience working with CRM tools and Excel/Google Sheets.
- 5) Self-motivated and target-driven.
- 6) Prior experience selling [industry-specific products or services e.g., SaaS, IT services, office supplies, industrial products].
- 7) Fluency in [English and/or relevant regional language].
- 8) Bachelor's degree in Business, Marketing, or a related field.