

**Job Title:** B2B Telesales Executive

**Location:** Thane Wagale Estate

**Department:** Sales

**Employment Type:** Full-Time

### **Job Summary:**

We are seeking a dynamic and goal-oriented **B2B Telesales 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.

To Contact share your cv on this [careers@jodetx.com](mailto:careers@jodetx.com)

### **Key Responsibilities:**

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

- Minimum 1–2 years of experience in **B2B telesales or inside sales**.
  - Strong verbal communication and persuasion skills.
  - Ability to handle objections and build trust over the phone.
  - Experience working with CRM tools and Excel/Google Sheets.
  - Self-motivated and target-driven.
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### **Preferred Qualifications:**

- Bachelor's degree in Business, Marketing, or a related field.
- Prior experience selling [industry-specific products or services — e.g., SaaS, IT services, office supplies, industrial products].
- Fluency in [English and/or relevant regional language].