

Job Title: Telesales

Years of Experience: 3

Employment Type: Full Time

Working mode: Remote

Currency: USD

Must have skills: sales,b2c sales,educational sales,b2b sales,lead generation

Good to have skills: sales,telemarketing,cold calling,client handling,communications

Roles and Responsibilities

- Connect and engage with pre generated leads via outbound calls (approx. 80-100 calls)
- Reach out to new customers and explain to them the benefits of Naukri FastForward services
- Initiate repeat sales by follow up phone calls from existing customers
- Develop in-depth knowledge of products and services to make suitable recommendations based on customer needs
- Continually meeting or exceeding daily and monthly targets with respect to call volume and sales
- Achieve sales targets by new customer acquisition and ensure growth / revenue from existing customers
- Adhere to quality standards and processes within defined metrics

Requirements

- Good communication skills
- Active listening skills
- Strong convincing skills
- Client handling skills
- Ability to handle stress and rejection in soliciting clients