

## Detailed Job Description

**Job title:** Sales Analyst - Voice  
**Hours:** 4:30 am to 1:30 pm  
**Location:** Kochi, Kerala – India.

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### Introduction

UniqLeads Research has solid experience in providing targeted B2B decision makers/contacts from Technology Companies, Conference Industry, Executive Search Companies etc having business in Australia, New Zealand, United Kingdom and Singapore.

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### Purpose of the position

We at UniqLeads, use out of the box techniques to reach out to clients. You need to consider the organisation's commercial objectives and how they can best be met. You could be selling business services. You'll be responsible for researching and identifying sales opportunities, generating leads and maintaining relationships with existing clients. You will need to discuss and match the needs of your business customers, attend face-to-face meetings and deliver polished presentations that outline the benefits of your product or service.

This includes utilising variety of sources and techniques, multitasking across number of projects at any one time while managing resources efficiently to complete each assigned projects. He/she will also work closely with the Marketing Heads at client side in Australia, New Zealand, United Kingdom and Singapore to ensure the target list is researched and executed according to the Marketing plan within the given time frame.

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### Responsibilities & duties

- Monitoring sales data
  - Reporting back to management
  - Closing the sale
  - Building relationships with clients
  - Delivering after-sales care.
  - Ability to meet set targets on a daily and weekly basis.
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### Personal qualities & behavioural traits

- Knowledge and experience with B2B Database & Direct Marketing CRM practices
- Demonstrate excellent verbal and written communications skills, and the ability to work with internal and external stakeholders across countries.
- The ideal candidate will have a very good knowledge of Microsoft Excel and Google search.
- Minimum 4 to 6 years of experience in similar profile.
- Preference is given to candidates who are residing within 5 to 10 kilometres from Info park