

## ABOUT RINEX:

Rinex is a flagship brand from Rinex Technologies Pvt. Ltd. accredited by National Skill Development Corporation (NSDC) and Skill India. It is one of the finest E-learning platforms for all students and professionals that facilitate studying top-notch technical certification courses from profound industry experts and help them comprehend & network in the current engineering industry.

## OUR RECRUITMENT NEEDS:

We are looking for a resilient, empathic Inside-Sales Strategist to contribute to the growth of our company. Inside-Sales Strategist are responsible for finding and retaining clients, encouraging extant clients to purchase added products or features, and remaining abreast of changes in consumption. You will also be required to build capacity in staff through regular training and mentorship.

To be successful as an Inside-Sales Strategist, you should attend networking events with the intention of attracting and retaining clientele. Ultimately, an outstanding Inside-Sales Strategist will keep a close eye on clients' feedback to ensure that our products and services always exceed expectations.

**Job role:** Inside Sales Strategist

**Location:** Bengaluru / Kolkata

**Academic Qualification:** Any Graduation/ Post Graduation.

**Selection Process:** 1. Group Discussion  
2. Personal Interview Round

**Internship period:** 4 Months

**Internship Stipend-** upto 25,000/- per month.

(15,000/- as a Standard Earnings & upto 10,000/-as Variable Earnings) during this period.

**Post Internship Pay Scale (Full time Employment): 10LPA**

(7 LPA as a Standard Earnings & 3 LPA as Variable Earnings)

**NOTE:** A monthly salary structure requires a mandatory 30-days working day.

You need to maintain at least 90% consistency during the probation period to secure full-time Employment

## **RESPONSIBILITIES:**

- Familiarizing yourself with all products and services offered by our company.
- Develop and implement strategic sales plans to achieve company objectives.
- Generate sales by identifying potential clients and prospects through market research, cold calling, networking, and other lead generation techniques.
- Procuring new clients through direct contact, word-of-mouth, and collaboration with the marketing department.
- Maintaining meaningful relationships with existing clients to ensure that they are retained.
- Suggesting upgrades or added products and services that may be of interest to clients.
- Reviewing clients' feedback and implementing necessary changes.

## **REQUIREMENTS:**

- Intuitive and insightful, particularly regarding human behavior Neat, well-groomed appearance.
- Great networking skills.
- Excellent written and verbal communication. Resourceful, with outstanding research skills. Emboldened by challenges

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