

Job Description: Sales Support Function

Recruiting Function: Inside Sales Team

Inside Sales Team at QuoDeck works on product sales and converting leads received from various sources into business opportunities while being focused on revenues and building deep relationships. The team works on understanding client requirements and building solutions around it. Inside Sales also focusses on creating business pitches, collaterals and proposals for clients.

Position: Client Experience Manager

Brief:

QuoDeck is looking for a professional who will be responsible for calling a set of prospects to fix appointments for warm leads that have been generated internally and existing clients in our target market, candidate should be good and drafting innovative emails, should be a quick learner with ability to fix meetings and follow up rigorously with clients.

Responsibilities:

- Create strong alliance and collaboration between marketing and sales
- Execute all initial communication and sales with prospective clients
- Conducting online marketing research on the new business leads.
- Speak to the prospect and understand their requirements by asking certain qualification questions
- Post conversation allocate the lead to the right team internally and deliver clear business opportunities to each team
- Enter information into CRMs
- Achieve targets defined on a monthly or quarterly basis
- Develop & help maintain new business relationships by following up with regular proactive contact

Qualifications:

- 1-1.5 years' experience in similar roles, preferably focused on B2B accounts
- Strong passion for technology and technology selling
- Great researcher, excellent listener, capable of identifying prospects' needs
- Resiliency is a must: able to handle hard no's and keep dialing!
- A team player with great interpersonal skills
- Able to work in a fast paced, dynamic environment
- Good familiarity with CRMs like Hubspot/Pipedrive/Agile
- Good communication skills
- Exceptional organization and time management skills
- Demonstrate ability to actively manage multiple tasks and meet deadlines