

Job description

Job Details - Lead Generation/ Inside Sales (IT Sales only)

- Manage large volumes of daily outbound interactions with prospective customers using a combination of outreach mechanisms [cold calls, email, and LinkedIn].
- Generate appointments to understand complex customer challenges while educating prospects on the value of Jinactus solutions.
- Identify key buying influencers within the assigned account to determine budget and timeline to generate pipeline.
- Engage with our marketing, sales, and operations teams to design and execute campaigns.
- Become an advocate for our brand and an expert in sales development.
- Provide regular reporting of pipeline status.
- IT Sales/ SAAS Sales experience candidates will be preferred.

STRONG COMMUNICATIONS SKILLS NEEDED

Location: Noida Sector 4

Work Experience: 2-3 years will be preferred

Work Model: Work from office only

Days of working: 5 Days

Compensation offered: 3- 6 Lakhs

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