



Inside Sales Executive (Gov. Sales - Law Enforcement Agent, IncomeTax Dept)

New Delhi, Delhi, India · 1 week ago · 29 applicants

 **On-site** · Full-time

 Skills: Sales Processes, Sales, +5 more

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About the job

Company Website: www.iacuityfintech.com

Position Title - Inside Sales Executive

Experience - 5 – 7 years

Location - Delhi (Client Site)

Travelling - Pan India

Mandatory Requirement

- Experience in Govt sales specifically LEAs, Income tax and GST Offices.
- Experience of saas software Sales.
- A deep understanding of the sales cycle and best practices.

Job Description

- Prospecting and qualifying new leads through various channels (via cold calling & email outreach).
- Develop a deep understanding of customer needs and challenges to provide tailored solutions.
- Build a repository of data on potential target accounts & Government contacts.
- Identify & prioritize sales opportunities within government agencies & institutional clients.
- Liaise with partners for any leads given to secure appointments for DEMOs/POCs accordingly.
- Build and maintain strong relationships with existing customers to identify upsell and cross-sell opportunities.
- Maintain accurate and timely customer data in the CRM system.
- Meet the targets set by Management.

Additional Preferred Skills

- Excellent communication, presentation, and interpersonal skills.
- Proficiency in Hindi & English.
- Proficiency in CRM/ MS Office.

Qualification

- Any Graduate & MBA in Sales

- Interested candidates may apply