



Salesforce Solution Sale Specialist

Gurgaon, Haryana, India · 4 hours ago · 2 applicants

 **On-site** · Full-time

 12 school alumni work here

 Skills: Sales, Account Management, +8 more

About the job

About Us

Dynamics Square helps businesses to excel in the future by solving their mission-critical concerns through customized enterprise solutions. We are recognized as a leading Information Technology (IT) services provider and technology consultant delivering hyper-niche and future-ready solutions that ensure aspiring business results.

As part of our exponential Business Development Plans, we are looking for a determined and ambitious business professional to join the Gurgaon, India-based team.

For more information, you can visit www.dynamicsquare.com

Our Presence

- United States
- Canada
- United Kingdom
- Australia
- Singapore
- India – Headquarters and Development Centre

Job Location: 1114, JMD Megapolis, Sec 48, Sohna Road, Gurgaon 122001 India

Shift Timing: 6:30 PM to 3:30 AM(IST) / 8:00 AM to 5:00 PM(EST)

The Role

As a rapidly growing IT services provider, we specialize in delivering hyper-niche and future-ready solutions that empower businesses to excel. We are on the lookout for a driven and ambitious professional who is eager to contribute to our expansion across North America, working with leading **Salesforce business solutions**.

Eligibility Criteria:

- Candidate should have at least 3+ years of experience in **B2B Salesforce solution sales** in the **US Market**.
- Candidate should have Night Shift working experience.
- Candidate with inherent drive in genuinely solving customer problems and exceeding revenue.

Skills Required:

- Excellent verbal and written communication skills.
- Goal Goal-driven.
- A strong ethical compass.
- Ability to listen to reason, evaluate, and articulate best-in-class solutions without compromising on integrity.

Job Responsibilities

- Role- Lead generation, demand generation through calling/ mailing/cold calling/networking/database.
- Actively seek and enable new revenue opportunities through cold calling and emails.
- Develop targeted messaging to engage prospective companies and executives.
- Understand and analyze customer's business needs, technical requirements, and current challenges. Position the right offering accordingly, highlighting the relevant product capabilities to demonstrate value.
- Manage the entire sales cycle from qualifying to scoping the opportunity.
- Update CRM system to manage leads and sales activities.
- Work closely with other sales team members, marketing, customer support/success team member