



# Team Lead - Internal Sales

New Delhi, Delhi, India · 19 hours ago · 49 applicants


 On-site · Full-time · Mid-Senior level

 Skills: Sales Processes, Team Coordination, +8 more

 Response time is typically 4 days [Learn more](#)

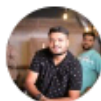
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## Meet the hiring team



**Tarun verma** · 3rd+

Senior Talent Acquisition Specialist @ Holland Advisors | HR Operations

Job poster

 Message

## About the job

### JOB SUMMARY

We are looking for an experienced Internal Sales Team Leader to lead our internal sales operations. This role is pivotal in harnessing the potential of our customer and

## Key Responsibilities:

- **Sales Expertise & leadership:** Leverage your extensive sales background to understand the sales team's needs and challenges and provide valuable insights for data-driven decision-making. Lead and inspire the internal sales team, setting targets and guiding them to meet objectives.
- **Data Analysis:** Utilize your extensive sales expertise to analyze data and reports from the website, providing valuable insights for strategic decision-making, business development, and effective cross-selling.
- **Data Management:** Manage and maintain customer and architect data within the website for accuracy and relevance, enabling the sales team to access critical information.
- **Follow-up:** Prioritize and execute follow-up procedures for critical projects, ensuring they receive the necessary attention and timely resolutions, which can directly impact sales performance. Engage with clients and architects to build strong relationships and foster cooperation in the sales process.
- **Sales Team Coordination & Feedback Collection:** Maintain continuous interaction with the sales team, ensuring they have the data and insights needed to succeed. Gather feedback from the sales team and other stakeholders to fine-tune sales strategies and improve efficiency.
- **Sales Optimization:** Continuously optimize the sales process, using data and insights to drive growth and revenue.

## Qualifications and Requirements:

- Bachelor's degree in a related field, preferably in Computer Science, with additional courses in data analysis or a similar field.
- A minimum of 15-20 years of experience in sales, preferably at the national level, including leadership roles in sales teams.
- Strong data analysis skills, allowing for effective utilization of available data in the sales process.
- Excellent understanding of sales psychology and the ability to craft strategies that resonate with clients and architects.
- Exceptional organizational and communication skills, especially in the context of sales team interactions.

- Detail-oriented with a commitment to accuracy and data precision.
- Proactive problem-solving abilities, with a focus on sales strategy and optimization.
- Proficiency in using and managing software and web applications

## Qualifications

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### Requirements added by the job poster

- Can start immediately
- 7+ years of experience in Sales
- 1+ years of work experience with Business Strategy