

# Sales Development Representative - IND (Freshers)

India · 23 hours ago · Over 100 applicants

 Remote  Full-time 0 of 10 skills match

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## About the job

### About Us

Volopay is a Y Combinator-backed start-up that combines, corporate cards, bill payments, approvals, expense reimbursements, and accounting automation in one single platform. We empower businesses to manage, grow and succeed with our cross-platform solution that delivers more functionality across financial operations.

We are backed by some of the top investors in the world, and on our way to being one of the most influential fintech start-ups in Southeast Asia, with ambitions to expand.

For selling a platform like this, we need people who are super excited about the vision of the company and who are passionately curious about building this for businesses out there.

### Key Responsibilities

- Conduct market research to identify selling possibilities and building strong sales pipelines.
- Design outbound prospecting campaigns (Emails, LinkedIn, cold calling, Whatsapp) to generate leads.
- Set up meetings to understand customer needs and concerns to gather key prospect information.
- Handle complaints or objections over calls and convince leads for a product demo.
- Collate inputs of client feedback and presenting them to team and management.
- Manage leads in CRM system, update the status regularly and make sure reports look clean.

## Skills & Qualifications

- Skills & Qualifications Strong communication skills given this position will interact with diverse levels of business and global stakeholders.
- Basic knowledge of B2B sales, prospecting, email campaigns, and cold calling, is preferred.
- Ability to build/nurture/grow a strong network of people and channels (internally and externally) for lead generation.
- An in-residence personality who can take decisions proactively and not always seek instructions.

## Our Culture

At Volopay, you'll thrive among passionate, talented individuals who bring their energy into everything they do. Our team's diversity is our strength, with musicians, entrepreneurs, athletes, and more contributing their unique talents. Picture a workplace that's not just about work, but about a shared journey. We value your independence and trust you with tasks, encouraging you to take ownership and find innovative solutions. Our culture is rooted in:

- **Ownership:** We believe in freedom with responsibility. You'll naturally take the lead and excel.
- **Results:** We're doers who overcome obstacles with a can-do attitude.
- **Curiosity:** Curious minds thrive here. Wear multiple hats and embrace new challenges.

Join Volopay for a vibrant, dynamic atmosphere where innovation thrives, and your individuality shines.