

Marconix Sales Solutions Private Limited

<https://marconix.in/job/inside-sales-executive/>

Inside Sales Executive

Description

Inside Sales Executive – Corporate Wellness

Job Location: HSR Layout, Bengaluru, Karnataka

Job Type: Full-time

Work Mode: Work From Office

Experience: 0–3 years

Salary: Up to ₹3,00,000 per annum

Working Days: 6 days a week

Job Summary

We are looking for an enthusiastic and target-oriented Inside Sales Executive to join our team and promote Corporate Wellness & Employee Wellness Solutions to businesses.

The role involves making outbound calls to companies, connecting with HR Managers, HR Heads, Admin Heads, Founders and Business Owners, understanding their employee wellness requirements, generating qualified leads, scheduling meetings and supporting the sales process through to conversion.

This is a B2B Inside Sales role, ideal for candidates who enjoy speaking with people, building relationships and working towards sales targets.

Key Responsibilities

- Make outbound calls to prospective corporate clients.
- Identify and connect with HR, Admin, Founders and other key decision-makers.
- Introduce and explain corporate wellness programs and solutions.
- Understand customer requirements and recommend relevant wellness solutions.
- Generate qualified B2B leads and sales opportunities.
- Schedule meetings and product/service discussions with interested prospects.
- Follow up with prospects through calls, WhatsApp and email.
- Handle basic sales objections and communicate the value of corporate wellness programs.
- Maintain accurate lead and follow-up records in CRM/Excel.
- Coordinate with the sales team for meetings, proposals and closures.

Hiring organization

Marconix Sales Solution Private Limited

Employment Type

Full-time

Job Location

HSR Layout, Bengaluru, Karnataka, India

Base Salary

₹ 2,40,000 - ₹ 3,00,000

Date posted

September 21, 2026

- Achieve assigned monthly calling, lead-generation, meeting and sales targets.
- Maintain regular follow-ups and ensure an active sales pipeline.

Requirements

- Good verbal communication and interpersonal skills.
- Confident and comfortable speaking with corporate clients over the phone.
- Strong persuasion, negotiation and follow-up skills.
- Positive attitude towards sales and targets.
- Ability to handle rejection and consistently follow up with prospects.
- Basic knowledge of MS Excel, Google Sheets and CRM tools.
- Good English communication is preferred.

Experience

- Candidates with 2–3 years of experience in Inside Sales, Tele-Sales, B2B Sales, Business Development, Lead Generation, Healthcare, Corporate Wellness, SaaS, EdTech or related industries will be preferred.

Ideal Candidate

You would be a good fit if you:

- Enjoy speaking to new people every day.
- Are confident on the phone.
- Are comfortable making outbound sales calls.
- Are ambitious and target-driven.
- Have the patience and persistence to follow up.
- Want to build a career in B2B Sales and Business Development.

Pay: ₹240,000.00 – ₹300,000.00 per year

Benefits:

- Paid sick time
- Provident Fund

Work Location: In person