

Marconix Sales Solutions Private Limited

<https://marconix.in/job/inside-sales-team-leader-b2b/>

Inside Sales Team Leader / Manager – B2B

Description

Inside Sales Team Leader / Manager – B2B

Marconix Sales Solutions Pvt. Ltd. is hiring an experienced Inside Sales Team Leader / Manager to manage and drive a high-performing B2B inside sales team.

- **Location:** HSR Layout, Bangalore
- **Work Mode:** Work From Office (WFO)
- **Experience:** 2+ Years in Inside Sales Team Management
- **Salary:** Up to ₹4 LPA
- **Employment Type:** Full-time
- **Immediate / Short Notice Joiners Preferred**

Key Responsibilities

- Manage and motivate a large B2B Inside Sales / Telesales team.
- Drive daily, weekly and monthly sales & revenue targets.
- Monitor KPIs including calls, leads, conversions, follow-ups and revenue.
- Conduct team reviews, sales huddles and performance coaching.
- Train team members on B2B sales, objection handling and closing.
- Manage sales pipeline, CRM updates and MIS reporting.
- Identify performance gaps and improve team productivity and conversion.

Requirements

- 2+ years of experience managing Inside Sales / Telesales teams.
- Proven experience handling a large sales team.
- Strong B2B sales and team-management experience.
- Target-oriented with excellent communication and leadership skills.
- Experience with CRM, sales KPIs, lead generation and pipeline management.
- Candidates from B2B services, SaaS, technology, consulting, recruitment or similar industries preferred.

Pay: ₹360,000.00 – ₹400,000.00 per year

Benefits:

- Flexible schedule
- Health insurance
- Paid sick time
- Provident Fund

Ability to commute/relocate:

- HSR Layout, Bengaluru, Karnataka: Reliably commute or planning to relocate before starting work (Required)

Application Question(s):

- The salary budget for this position is fixed at up to ₹4 LPA. Are you

Hiring organization

Marconix Sales Solution Private Limited

Employment Type

Full-time

Job Location

HSR Layout, Bengaluru, Karnataka, India

Base Salary

₹ 3,60,000 - ₹ 4,00,000

Date posted

September 21, 2026

comfortable with the offered salary range?

Experience:

- B2B sales: 5 years (Required)
- Team Leader: 3 years (Required)
- Sales Closing: 4 years (Required)
- Performance Management: 3 years (Required)

Work Location: In person