

Marconix Sales Solutions Private Limited

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

Outbound Sales Team Leader – B2B Inside Sales

Description

Sales Team Leader – B2B Inside Sales

Salary: ₹30,000 – ₹35,000 per month + Performance Incentives

Job Type: Full-time

Work Location: Work from Office, HSR Layout, Bangalore

Joining: Immediate Joiners preferred

Job Overview

Marconix is looking for an experienced **Sales Team Leader – B2B Inside Sales** to lead and manage our growing B2B inside sales team from our HSR Layout, Bangalore office.

We are looking for someone who has **hands-on experience managing B2B inside sales teams**, understands consultative and solution-based selling, and can confidently sell to **business owners, CXOs, senior management, HR Heads, business leaders and corporate decision-makers**.

This is not an individual contributor role. The person will be responsible for **team performance, sales process, coaching, monitoring, reporting, follow-ups and achieving monthly revenue targets**.

Key Responsibilities

- Lead, manage and motivate the B2B inside sales team to achieve monthly and quarterly sales targets.
- Monitor individual and team performance, productivity, conversion rates and sales pipeline.
- Conduct regular **sales coaching, training, call reviews and performance reviews**.
- Guide sales executives on prospecting, cold calling, lead qualification, discovery calls, follow-ups, objection handling and closing.
- Handle and improve the complete **B2B inside sales process** from lead generation to qualification, meetings, proposals, negotiations and closure.
- Develop and maintain structured **lead follow-up processes, sales cadence and pipeline management**.
- Ensure timely follow-up on inbound leads, outbound prospects, meetings and proposals.
- Build effective reporting systems for daily, weekly and monthly sales performance.
- Track key sales metrics including calls, conversations, qualified leads, meetings, proposals, follow-ups, conversions and revenue.
- Work closely with sales executives to improve conversion rates and sales productivity.
- Identify performance gaps and take corrective action through coaching and training.
- Participate in important client conversations and support the team in closing strategic B2B opportunities.
- Ensure proper usage and updating of CRM, sales reports and customer data.

Hiring organization

Marconix Sales Solution Private Limited

Employment Type

Full-time

Job Location

HSR Layout, Bengaluru, India

Base Salary

₹ 30,000 - ₹ 35,000

Date posted

September 21, 2026

- Help management continuously improve the company's B2B inside sales strategy and processes.

Ideal Candidate

We are looking for a sales leader who has **strong practical experience in B2B inside sales team management**, not someone whose experience is limited to individual sales.

The ideal candidate should have:

- 4+ years of overall B2B sales experience, preferably with 2+ years in a team leadership or supervisory role.
- Proven experience managing and driving the performance of an **inside sales / telesales / B2B sales team**.
- Strong experience in **consultative selling, solution selling and corporate sales**.
- Experience selling to **HR Heads, senior management, CXOs, business owners and corporate decision-makers** will be highly preferred.
- Strong understanding of B2B lead qualification, sales funnels, pipeline management and conversion.
- Experience in setting up or improving **inside sales processes, reporting structures and follow-up mechanisms**.
- Strong skills in sales coaching, team training, call monitoring and performance management.
- Good understanding of sales KPIs and performance dashboards.
- Strong communication, negotiation and objection-handling skills.
- Ability to analyse sales data and identify where the team is losing opportunities.
- Comfortable working with CRM systems, sales reports and performance trackers.
- Target-oriented and comfortable working in a fast-paced sales environment.
- Strong leadership and people-management skills.

Preferred Experience

Candidates with experience in any of the following areas will be preferred:

- B2B Inside Sales
- Corporate Sales
- Consultative Sales
- Solution Sales
- Business Consulting Sales
- HR / Recruitment / Staffing Services
- SaaS / Technology Services
- Business Services
- Professional Services
- Sales Outsourcing
- Lead Generation and Appointment Setting

What We Offer

- ₹30,000 – ₹35,000 monthly fixed salary
- Performance-based incentives
- Opportunity to lead and build a growing B2B inside sales team
- Exposure to corporate and senior-level B2B selling
- Opportunity to build and improve sales processes and systems

- Full-time work-from-office role in HSR Layout, Bangalore

Important: **This is a work-from-office position in HSR Layout, Bangalore.**

Candidates who have **strong hands-on experience in managing B2B inside sales teams** and are comfortable with team targets, sales monitoring, coaching and performance management are encouraged to apply.

Immediate joiners or candidates who can join at short notice will be preferred.

Pay: ₹30,000.00 – ₹35,000.00 per month

Benefits:

- Flexible schedule
- Health insurance
- Paid sick time

Application Question(s):

- How many sales executives have you directly managed at your largest team size?
- Have you sold B2B services/solutions to HR Heads, CXOs, senior management or business owners?
- Have you personally set up or improved an inside sales process, including lead allocation, follow-up cadence, reporting and sales KPIs?

Experience:

- B2B inside sales team: 3 years (Required)
- Inside sales: 4 years (Required)
- Team management: 3 years (Required)

Work Location: In person