

Marconix Sales Solutions Private Limited

<https://marconix.in/job/senior-inside-sales-executive-b2b/>

Senior Inside Sales Executive – B2B

Description

Salary: ₹20,000 – ₹25,000 per month + Performance Incentives

Job Type: Full-time

Work Location: Work from Office, HSR Layout, Bangalore

Joining: Immediate Joiners preferred

Job Overview

Marconix is hiring **Inside Sales Executives – B2B** for our growing sales team in Bangalore.

This is a **B2B outbound inside sales role** focused on identifying and connecting with businesses, understanding their requirements and selling Marconix's sales, marketing and business solutions to **business owners, senior management, HR Heads and corporate decision-makers**.

The ideal candidate should be confident on the phone, comfortable with outbound calling and follow-ups, target-oriented and interested in building a career in **B2B sales, corporate sales and consultative selling**.

Key Responsibilities

- Make outbound B2B sales calls to prospective companies and decision-makers.
- Identify and qualify potential B2B customers through calling, email and other sales channels.
- Speak with business owners, HR Heads, senior management and corporate decision-makers to understand their business requirements.
- Explain Marconix's services and identify relevant solutions based on customer requirements.
- Generate qualified sales opportunities and schedule meetings with prospective clients.
- Follow up consistently with leads, prospects, meetings and proposals.
- Maintain an organised sales pipeline and ensure no qualified lead is left without follow-up.
- Handle initial sales conversations, customer questions and common objections professionally.
- Conduct consultative sales conversations rather than relying only on scripted calling.
- Maintain accurate lead and customer information in the CRM.
- Update daily sales activities, calls, conversations, follow-ups, meetings and opportunities.
- Achieve assigned daily, weekly and monthly sales and activity targets.
- Coordinate with the sales team and management to move qualified opportunities towards closure.
- Continuously improve product/service knowledge, communication and B2B sales skills.

What We Are Looking For

- 1-3 years of experience in **inside sales, B2B sales, telesales**,

Hiring organization

Marconix Sales Solution Private Limited

Employment Type

Full-time

Job Location

HSR Layout, Bengaluru, Karnataka, India

Base Salary

₹ 20,000 - ₹ 25,000

Date posted

September 21, 2026

telecalling, business development or corporate sales.

- Strong spoken communication and interpersonal skills.
- Comfortable making a high volume of outbound sales calls.
- Ability to speak confidently with business owners, HR professionals and senior decision-makers.
- Strong follow-up and lead-management skills.
- Ability to understand customer requirements and communicate solutions clearly.
- Target-oriented and motivated by sales performance and incentives.
- Good objection-handling and negotiation skills.
- Basic knowledge of CRM, Excel/Google Sheets and sales reporting.
- Ability to work from office and operate in a target-driven sales environment.

Freshers

Freshers with **excellent communication skills, confidence and a strong interest in B2B sales** may also apply.

Candidates with prior experience in **B2B inside sales, corporate sales, consultative sales, business development, recruitment/staffing sales, SaaS sales, business services or professional services** will be preferred.

Why Join Marconix?

- ₹20,000 – ₹25,000 monthly fixed salary
- Performance-based incentives
- Opportunity to build a career in B2B and corporate sales
- Exposure to senior business and corporate decision-makers
- Structured sales process and CRM-based working
- Sales training, coaching and performance support
- Opportunity to grow into senior sales and team-leadership roles
- Work from a professional office in HSR Layout, Bangalore

Important

This is a full-time work-from-office position in HSR Layout, Bangalore.

Candidates should be comfortable with **outbound calling, B2B prospecting, regular follow-ups and monthly sales targets.**

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

Pay: ₹20,000.00 – ₹25,000.00 per month

Benefits:

- Flexible schedule
- Health insurance
- Paid sick time

Ability to commute/relocate:

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

Application Question(s):

- Have you sold products or services to businesses or corporate clients?
- Are you comfortable speaking with business owners, HR Heads and senior management?

Experience:

- Inside sales: 3 years (Required)
- B2B sales: 2 years (Required)
- Outbound sales: 3 years (Required)

Work Location: In person