



<https://marconix.in/lga/job/senior-inside-sales-representative/>

## Senior Inside Sales Representative

### Description

**Marconix is looking to hire a Sales Development & Inside Sales Representative.**

Marconix currently has an opportunity for an Account Manager and sales Development Representative. The Account Manager engages and grows existing customer relationships through upsell and cross-sell. The ideal candidate is strategic, experienced, forward-thinking, and personable.

**Location:** Bangalore (Office-based)

### Responsibilities

- Prospect, research, generate, and develop new leads and opportunities as well as reactivate cold leads.
- Provide exceptional customer interaction through product knowledge expertise and excitement
- Lead customer outreach through calls and emails to build and manage relationships and provide ongoing support.
- Work with existing customers to increase brand awareness and usage with the client brand.
- Utilize company-provided and self-guided training resources to stay updated on product knowledge.
- Manage and report on the pipeline to the manager weekly, including forecasting and planning to meet targets.
- Achieve daily, weekly, monthly, and quarterly targets.
- Record customer interactions and engagement in CRM.
- Build and manage relationships with both Internal Marconix team and external client counterparts.

### Qualifications

- 2 years of demonstrated success in domestic and global B2B sector.
- Inside Sales and Account Management skills
- Customer Satisfaction and Customer Service skills
- Lead Generation skills
- Excellent communication and interpersonal skills
- Strong negotiation and persuasion abilities
- Proven track record of meeting sales targets
- Bachelor's degree in Business Administration or related field
- Experience in the recruitment or staffing industry is a plus

### Contacts

**IMMEDIATE JOINERS PREFERRED**

### Hiring organization

Marconix Sales Solutions Private Limited

### Employment Type

Full-time

### Industry

Sales and Marketing

### Job Location

HSR Layout, 560102, Bangalore, Karnataka, India

### Base Salary

INR 240000 - INR 400000

### Date posted

August 21, 2024

### Valid through

30.09.2024