

United Arab Emirates Jobs Expertini®

Inside Sales Representative

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Company: Accely

Location: United Arab Emirates

Category: healthcare-practitioners-and-technical

Qualification:

Post Graduate / Graduate / Equivalent

Experience:

1+ years

Location:

India/UAE/Singapore/Canada

Description:

We are looking for a talented and competitive Inside Sales Executive – for India / Singapore / US / UAE

Source new sales opportunities through inbound lead follow-up and outbound cold calls and emails

Understand customer needs and requirements

Route qualified opportunities to the appropriate sales executives for further development and closure

Close sales and achieve quarterly quotas

Research accounts, identify key players and generate interest

Maintain and expand your database of prospects within your assigned territory

Coordinate with marketing team and channel partners to build pipeline and close deals

Perform effective online demos to prospects

Make sure all proposals and documents are submitted on time every time

Skills:

Self-motivated with positive attitude

Extremely professional and punctual

Proven inside sales experience

Proficient with corporate productivity and web presentation tools

Strong listening and presentation skills

Ability to multi-task, prioritize, and manage time effectively

Understanding of the SaaS and ERP model and system being positioned to the potential customers

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