

ERP ANALYSTS (INDIA) PVT LTD

Job Description



Job title: Inside Sales Executive

Work Location: Hyderabad

Division/Department: Inside & Presales

Reports to: Inside Sales Manager

Full-time

Part-time

Experience : 4+ Years

Essential Duties and Responsibilities:

- Experience working with Oracle PeopleSoft / OBIEE / Business Intelligence platforms / Oracle Tech Stack
- Source new sales opportunities through inbound lead follow-up and outbound cold calls and emails
- Building effective relationships with customers
- Support field-based Sales team members
- Gain a thorough understanding of the customers' business and the industry in which they compete
- Route qualified opportunities to the appropriate sales executives for further development and closure
- Achieve quarterly quotas
- Research accounts, identify key players and generate interest
- Maintain and expand your database of prospects within your assigned territory
- Support sales campaigns for onsite sales team
- Manage client relationship through all phases of the sales cycle
- Track record of over-achieving quota
- Willing to work on additional tasks and responsibilities that will contribute towards team, department and company goals.
- Strong phone presence and experience dialing dozens of calls per day
- Analytical skill set, strong presentation skills, ability to interact with any level within an organization
- Experience working with Salesforce.com or similar CRM
- Excellent verbal and written communications skills
- Strong listening and presentation skills
- Ability to multi-task, prioritise, and manage time effectively
- Extensive knowledge of Sales and Market (preferably the US market).

Education and/or Work Experience Requirements:

- Educational qualification: Graduate / Post Graduate / MBA, as MBA's they drive more into future rather than working on current.
- Minimum 4 years' experience.
- Excellent verbal and written communication skills, including ability to effectively communicate with internal and external consultants
- Excellent computer proficiency (MS Office – Word, Excel and Outlook)
- Must be able to work under pressure and meet deadlines, while maintaining a positive attitude and providing exemplary customer service
- Ability to work independently and to carry out assignments to completion within parameters of instructions given, prescribed routines, and standard accepted practices
- Any Graduate
- Related certification preferred