

Glow Logics

Inside Sales Representative

Job Profile Details

Placement Cycle	ARKA JAIN University - Placements 2024-25
Job Location	Bangalore
Date of Visit	NA
Position Type	Full Time
Expected Hires	NA
Sector	Business Development
CTC	INR 520000
Category	Level 2 - General
Description	<p>ABOUT THE ROLE:</p> <p>We are looking for a resilient, empathic Inside-Sales Representative to contribute to the growth of our company. Inside-Sales Representative are responsible for finding and retaining clients, encouraging extant clients to purchase added products or features, and remaining abreast of changes in consumption. You will also be required to build capacity in staff through regular training and mentorship.</p> <p>To be successful as an Inside-Sales Representative, you should attend networking events with the intention of attracting and retaining clientele. Ultimately, an outstanding Inside-Sales Strategist will keep a close eye on clients' feedback to ensure that our products and services always exceed expectations.</p> <p>RESPONSIBILITIES:</p> <p>Familiarising yourself with all products and services offered by our company.</p> <p>Develop and implement strategic sales plans to achieve company objectives.</p> <p>Generate sales by identifying potential clients and prospects through market research, cold calling, networking, and other lead generation techniques.</p> <p>Maintaining meaningful relationships with existing clients to ensure that they are retained.</p> <p>Reviewing clients' feedback and implementing necessary changes.</p> <p>REQUIREMENTS:</p> <p>Excellent verbal and written communications skills</p>

Proficient with corporate productivity and web presentation tools
 Strong listening and presentation skills
 Ability to multi-task, prioritise, and manage time effectively
 Intuitive and insightful, particularly regarding human behaviour
 Neat, well-groomed appearance
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Open for Courses

- Jain - Arka Jain University Jharkhand

BBA

1. Finance
2. Marketing
3. Human Resource

B.Com (Hons.)

1. Marketing

B.Sc

1. Biotechnology

BA (Hons.)

1. English

MBA (Semester)

1. Marketing & Finance
2. Marketing & Human Resource

B.Tech

1. Mechanical Engineering
2. Electrical and Electronics Engineering
3. Computer Science Engineering

Eligibility Criteria

B.Sc	<i>All students are eligible</i>
B.Tech	<i>All students are eligible</i>
BBA	<i>All students are eligible</i>
MBA (Semester)	<i>All students are eligible</i>
BA (Hons.)	<i>All students are eligible</i>
B.Com (Hons.)	<i>All students are eligible</i>

Work Experience Criteria	No work experience based criteria defined yet!
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Allowed Genders	[Y] Male students [Y] Female students [Y] Other Genders
Backlogs	Students with any number of ongoing backlogs are eligible

Hiring Workflow

Pre-placement Talk	<i>No Venue/Time specified</i>
Resume shortlisting	<i>No Venue/Time specified</i>
Technical interview	<i>No Venue/Time specified</i>
HR interview	<i>No Venue/Time specified</i>
Group discussion	Venue : Proper Location with good internet connectivity.be in formals. Join 5 minutes before the schedule ,check your mail GD timings and the Joining link Time : 12 Dec 2024, 04:55 PM IST

Additional Info

No additional information