

# Inside Sales Executive Role at Company IN

## “Innovate, collaborate, and succeed together.”

### About COMPANY

Company is a fully owned subsidiary of the French B2B Services Group Monnoyeur. Founded in 1906 the Monnoyeur group operates in the construction, industry, and agriculture sectors.

With over 1300 employees spread throughout 50 locations worldwide, Company is a recognized leader in digital transformation across the construction, manufacturing, and infrastructure sectors. At company, we are dedicated to helping the construction and manufacturing sectors realize their digital potential.

In India -Company is a team of Architects, Engineers and Construction Professionals helping our clients with digital transformation. We have Pan-India (New Delhi, Bangalore, Mumbai, Hyderabad) team of 250+ tech-savvy, inspired and dedicated professionals to help the industry in bridging the gap between technology and its practices.

### Why Join Us?

- **Lead a pioneering team** in a dynamic and innovative environment.
- Competitive **salary and benefits** package.
- Opportunities for **professional growth and development**.
- **Collaborative and supportive work culture**.

**Position:** Inside Sales Executive

**Mode:** Full Time

**Position Type:** Executive Level | Sales Role

**Location:** Kolkata/ Kolkata (WFH)

**No. of Positions:** 1

### Position Overview:

We are seeking a highly motivated and results-driven Inside Sales Executive to join our sales team. The ideal candidate will have excellent communication skills, the ability to build rapport with customers over the phone, and a passion for achieving sales targets. As a Telesales

Executive, you will be responsible for generating leads, closing sales, and contributing to the growth of our customer base.

**Brief synopsis of your role and responsibility:**

- Make outbound calls to potential customers to introduce our products/services and generate sales.
- Handle inbound calls from customers, addressing their inquiries and converting them into sales opportunities.
- Follow up on leads provided by the marketing team or gathered through cold calling.
- Achieve or exceed daily/weekly/monthly sales targets and KPIs.
- Maintain detailed records of all customer interactions and sales activities in the CRM system.
- Identify customer needs and provide appropriate solutions to meet their requirements.
- Conduct product presentations and demonstrations over the phone.
- Provide after-sales support to ensure customer satisfaction and foster repeat business. Handle customer objections and work to resolve issues promptly.
- Maintain up-to-date knowledge of product offerings, promotions, and company services.
- Collaborate with the sales team to improve strategies and processes.

**Qualifications required:**

- Bachelor's or master's degree from a top-tier institution.
- 3-4 Years of proven experience in Design Software sales.
- Goal-oriented with a focus on achieving sales targets and KPIs.
- Excellent communication and interpersonal skills.

**Remuneration & Benefits**

- Package: Up to 9-10 LPA (Negotiable based on qualifications & experience)
- Additional Benefits:
  - Medical Insurances (Self / Family), PF, Gratuity
  - Reimbursements: SIM, Local Conveyance, Travel

**Interested candidate please share your cv at:**

[contact@pmspl.net.in](mailto:contact@pmspl.net.in)