

Organization:	Corizo Edutech
Job Title:	Inside Sales Representatives
CTC:	Rs. 6.5 LPA
Location:	PAN India
Departments Eligibility:	Management
Course Eligibility	MBA/BBA & B.Com (Pursuing)
Student Gender Preference:	Male/Female

General Job Description

- Identify and develop strategic relationships with potential customers.
- Develop a strong pipeline of new customers through direct or indirect customer contact and prospecting.
- Ongoing monitoring and analysis of pipeline to review performance & optimise accordingly to ensure objectives are met.
- Maintaining strong follow-ups and regular feedback calls.
- Creating lead engagement plans and strategy.
- Studying the details of each offering and remaining abreast of updates to these offerings.
- Efficient and effective lead utilisation with consistent follow-ups, low Turn-Around-Time (TAT) and increased connectivity with multiple attempts.
- Update and create tailored client proposals and negotiate further to close the deals.
- Building cross-discipline relationships in the organisation, partnering closely with the growth and marketing team, providing feedback and insights.

Benefits

Opportunities for professional development and networking.

Eligibility

Student of MBA/BBA & B.Com (Pursuing)

Male/Female

Specialization: All are eligible

Traveling required

Good Communication skills

Job Reviewed by: Director, Training & Placement

Job Approved by: Director, Training & Placement

Job provided through: Campus Placement

Date: 30.10.2024