Srinath University
अध्ययन • अनुशासन • अनुग्रहण

JOB DESCRIPTION

EaseMyTrip.com

Organization:	**Ease My Trip**
Job Title:	**Inside Sales / B2B Calling Executive/ Business Development Executive**
CTC:	**3 LPA**
Location:	**Gurugram -Sec 32**
Departments Eligibility:	**MANAGEMENT**
Course Eligibility	**BBA, BCOM & MBA**
Student Gender Preference:	**All**

General Job Description

Inside Sales (Calling)

- Explain travel products, offers, and services to customers
- Generate leads and pass qualified prospects to the sales team
- Maintain call records and update CRM regularly
- Follow up with interested customers to close sales opportunities
- Handle basic customer queries related to travel bookings
- Achieve daily/weekly/monthly calling and lead generation targets
- Coordinate with the sales team for closures
- Make outbound calls to potential and existing customers

General Job Description

B2B Calling Executive (Fresher)

- Handle inbound and outbound calls for B2B agents
- Assist in account management and partner coordination
- Resolve L2 Agent queries related to bookings, payments, and services
- Maintain strong relationships with agents through effective communication
- Ensure timely follow-ups and issue resolution

General Job Description

Business Development Executive (Fresher)

- Identify and connect with potential corporate clients
- Support in acquiring new business opportunities
- Build and maintain relationships with clients
- Assist in achieving sales targets and business goals
- Conduct basic market research to understand trends and opportunities
- Coordinate with internal teams for smooth client servicing
- Follow up with leads and maintain client database

Preferred Skills
• Excellent verbal and written communication skills. • Confident and comfortable with inbound & outbound calling. • Strong interpersonal and relationship-building skills. • Basic knowledge of sales, lead generation, and follow-ups. • Customer-focused with good problem-solving abilities. • Basic proficiency in MS Office and Excel. • Target-oriented, proactive, and self-motivated. • Positive attitude with a strong willingness to learn. • Ability to handle customer/agent queries professionally. • Freshers with a passion for sales and business development are preferred.

Eligibility
MANAGEMENT
Specialization - **BBA, BCOM & MBA**
Fresher
Technical knowledge, good communication, teamwork, and problem-solving skills

Job Reviewed by: Senior Director, Training & Placement
Job Approved by: Senior Director, Training & Placement
Job opportunity provided through: Training and Campus Placement Department

Date: - 06.05.2026