

# Tatvic Analytics

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## Inside Sales Expert

### Description

#### Job description

You will be the point of contact between prospect and solution consultant.

#### Generate Quality MQL's

- Working alongside Customer Development team to device quarterly and monthly targets on new business opportunities in the form of enterprise Grade Sales Qualified Lead.
- Build and nurture client relationships by interactive with CXO's, Marketing and Analytics head to uncover business opportunity
- Build a healthy stream of new business opportunities by identifying and reaching out to targeted enterprise prospects.
- Facilitate and set up meetings of prospects with the Customer Development team, Participate in a joint call with Customer Development team and assist them in bringing the deal to closure.
- Deliver outstanding sales experience to Tatvic's prospective and existing enterprise clients.
- Reach out to highly targeted prospects through personalized communication leveraging multiple channels.
- Actively follow-up with the prospect by building relationships.
- Regularly participate in networking events and build relationships with CXO and influence them to reach out to Tatvic for services and solutions.

#### Identification of Named Account

- Using online research and social tools, research and identify companies that meets MQL qualifications criteria
- Maintain and organize the list in lead management tools and reach-out to them through innovative methods.
- Prepare the prospect list segmentation plan and regularly segment the list accurately.
- Sharpen understanding of the target audience and look-out for methods to identify them and add to the sales pipe-line funnel.

#### Build personalized outreach strategy

- Collaborate with Customer Development team to prepare lead hooks or lead management that attracts prospects or suspects to show interest
- Write engaging lead gen, follow-up, and lead nurturing email and use innovative online tools to automate them.
- Prepare lead generation processes and continuously optimize the process for maximum business outcome.
- Prepare weekly, monthly and quarterly reports and collaborate with the VP to prepare insights and learnings.

### Responsibilities

**Skills:** Lead Generation, Cold Calling, Inside Sales, Business Development

**Qualifications**

- Minimum of **4-6 months** of experience.
- Graduation/PG in **Marketing & Technology/Digital Marketing**
- Experience in **Sales,Cold calling,Lead generation**

**Contacts**

Email – aa\*\*\*\*@\*\*\*\*\*ic.com

**Hiring organization**

Tatvic

**Employment Type**

Full-time

**Job Location**

Ahmedabad,, Bangalore

**Base Salary**

₹ 15000 - ₹ 15000

**Date posted**

February 15, 2024