

Inside Sales Executive

About Smartworks

In less than 3 years since our inception Smartworks today is India's largest provider of agile workspaces with a footprint of more than 2 million Sq Ft across 20+ locations in 9 cities (Delhi-NCR, Kolkata, Bangalore, Mumbai, Hyderabad, Chennai and Pune) catering to more than 300 organizations across large enterprise, SME's and start-ups including the likes of Jaguar Land Rover, Microsoft, Hitachi, Swiggy, Rivigo and Lenovo to name a few.

With demand for agile workspaces growing rapidly across Tier 1 & Tier 2 cities, Smartworks is targeting 5 million Sq Ft of managed office space over the next three years.

Role and responsibilities:

- Sourcing new sales opportunities through inbound lead follow-up and outbound cold calls and emails
- Understanding customer needs and requirements
- Routing qualified opportunities to the appropriate sales executives for further development and closure

Skills required:

- Proven inside sales experience
- Track record of over-achieving quota
- Strong phone presence and experience dialing dozens of calls per day
- Proficient with corporate productivity and web presentation tools
- Experience working with Salesforce.com or similar CRM
- Excellent verbal and written communications skills
- Strong listening and presentation skills
- Ability to multi-task, prioritize, and manage time effectively
- BA/BS degree or equivalent