

## **Inside Sales**

### **Position Overview:**

Inside sales representatives sell products and services to customers, which could include both businesses and individuals. They seek new clients, understanding customer needs and making effective sales pitches.

### **Key Responsibilities :**

- Responsible for supporting the Company in the overall development of the Sales function by promoting core and value-added services through opportunity-based sales.
- Achieve business targets through excellent telephone sales and communication skills.
- Creation of sales leads, initiation of prospect calls and establishment of ongoing rapport with existing and potential customers.
- Identification of new business opportunities through cold calling prospects generated by internal or external sources.
- Identify decision makers within targeted leads to begin sales process.
- Create and deliver qualified opportunities to the Sales Team and/or relevant department.
- Maintain and expand the company's database of prospects.
- Collaborate with the Sales Team and relevant department to determine necessary strategic sales approaches / campaigns.
- Make regular follow up calls to existing customers and develop the business through up selling and cross selling.
- Penetrate all targeted accounts and increase sales from within existing client base.
- Where necessary, support marketing efforts such as exhibitions, events Business Management.
- Provide market and competitor activity feedback.
- Identify & maintain standards of departmental training.
- To carry any duties that have been assigned by the company or management.
- To use customer relationship management (CRM i.e Zoho), as project management, monitoring applications tools, provided by company to ensure latest information/ details is up to date.

### **Requirements:**

- Able to communicate in English
- At least 1 year experience in Inside Sales
- Education: Minimum Bachelor
- Experience: At least 3 years
- Education or experience in Cybersecurity / Cloud Management / Data Management / CRM

### **Additional Information:**

- Office Hours: Monday - Friday, 9am - 6pm
- Smart Casual Fridays

- Salary is negotiable depending on experience
- Welfare
- Social Security
- Health insurance
- Incentive
- Bonus
- Holidays