

Job Title/ Designation	<u>Sales Development Executives</u>
No of Positions	Executives for sales outreach/cold calling and appointment setting
Type of employment	Full Time Employment with all HR Benefits. Initial six months will be probationary
Qualification	Bachelor's degree in business, Marketing, or a related field is preferred.
Experience	Individuals with 0-2 years of experience who are passionate about sales and providing solutions to GreeneStep ERP end users and customers.
Industry / Domain Knowledge	Proven experience in a similar role, preferably in the ERP software or technology sales sector. Experience selling to SMBs in the manufacturing and distribution industries is a plus.
Job Description (Roles & Responsibilities)	We are seeking an enthusiastic and motivated Sales Development Rep (SDR) to join our team. The role involves working for Sales of GreeneStep Products including Sales development by doing outreach activities like cold calling, emailing, appointment setting, scheduling meetings, doing pre-sales activities such as lead generation, prospects management, sales demos, negotiations and customer acquisition.
Work Timings / Shift	Americas market time zone, working from Bangalore Office
Key Skills	<ul style="list-style-type: none"> • Proven ability to initiate and engage in outbound cold calls to potential clients. Engage prospects in meaningful conversations to understand their business needs and challenges. • Initiate outbound cold calls to potential clients to introduce our ERP solutions. Overcoming objections of prospective customers. • Strong verbal communication skills to effectively convey value propositions. • Experience in identifying and researching potential clients. • Ability to articulate complex technical concepts in simple terms. • Collaborate with cross-functional teams, sales and support teams. • Follow-up calls to interested parties, existing clients via telephone and email cross-sell and up-sell. • Experienced in using CRM software to manage leads and track interactions. • Strong organizational skills to maintain accurate records. • Understanding of the manufacturing and distribution industries. • Knowledge of ERP products and their applications in these sectors.
Salary Package / CTC Range	CTC Rs. 3,60,000 to Rs. 6,00,000/- per annum
Allowances if any	Additional Sales incentive based on the target achievement
Job Location	GreeneStep Technologies, Bangalore
Contact	Email: hr@greeneStep.com