

Placement Opportunity with Propellum Infotech:

**We have an Excellent opportunity for Freshers into Software Sales / IT SALES (Only Males)**

We are looking for **Inside Sales/BD Executive**, who will be working with our Sales Team. The ideal candidate will be someone with a strong sense of ownership and who will be able to drive and deliver results in assigned time.

The incumbent will be responsible for generating leads and effectively converting them into sales for International market.

PFB the required details :

**Job Position: Inside Sales / Business Development Executive**

**Job Description:**

- Finding Key Contacts from the Targeted Accounts / Region.
- Identify the various stakeholders within the targeted organization and understand how to gather key information like reporting structure, budget cycles & building relationships with key stakeholders.
- Networking and Initiating Dialogues with Senior Executives in Corporate (CPO, V.P, Directors Etc.).
- Recognize the decision makers and generate Interest among them Via Phone Calls and Emails.
- Develop presentations and proposals for key accounts in line with client requirements.
- Engage with prospects on an on-going basis for requirement gathering and relationship building throughout the sales cycle.
- Provide strategic inputs for the business based on interactions with prospective customers.

**Job Requirements:**

**Skills Required:**

- Good grip on the English language.
- Powerful verbal, written, presentation, facilitation, communication, relationship building, social networking skills.
- Strategic, analytical and problem solving mindset Must have an aptitude for analytical concepts and thinking.
- Ability to work independently and proactively in a dynamic environment.
- **Should be comfortable working in night shift timings, as will be handling a Specific Territory in International Market from Mumbai.**
- Preference will be given to those who have basic understanding of IT.

Salary- 3 Lpa Fix + 30% Var

**Company Profile : Propellum Infotech**

*Propellum provides automated SaaS job wrapping and spidering solutions that enables accelerated and accurate on-boarding of jobs directly from employer and recruiter sites to job boards and professional networking. Empowering leading job boards since 1998, our rock-solid technology backed by super-efficient customer service and team of domain experts has been one of the defining reasons for our success.*

*Some of the top job boards and social networking sites have already partnered with us for their recruiting needs. With our cutting edge systems and innovative practices, Propellum strives to stay on the forefront and confidently take on challenges thrown at us related to technology or otherwise and enhance customer success. Owing to our continual upgrade strategy and the software guarantee that our solution will be as productive and valuable in the future as it is today, Propellum has what it takes to be your secure investment for the future.*

For more details kindly go through the url- <http://www.propellum.com/> & [www.talismatic.com](http://www.talismatic.com)