**Logo, company name

Description automatically generated**

**Inside Sales Representative Role at Altumind**

**Objectives of this Role**

**·** Present clearly and smartly all Altumind’s services & capabilities to prospects across US territory

· Understand client needs and how to position our service offerings.

· Achieve company objectives through effective planning, setting and meeting sales goals

· Generate leads and nurture relationships with prospects

**Daily and Monthly Responsibilities**

**·** Maintain frequent cadence calls with Altumind Management team on activities, results and plans.

. Minimum of 40-60 calls per day; reaching out via email, InMail as such

. Utilizing tools such as LinkedIn for prospecting purposes

. Setting up intro meetings with prospects

**Skills and Qualifications**

**·** Minimum a Bachelor’s degree in communication, marketing or business administration

· 2+ years in high-tech sales experience and any experience in IT Services sales would be a big plus

* Knowledge of enterprise applications and systems and awareness of solutions of market leading vendors like Oracle, Salesforce, ServiceNow etc. would be a big plus

. Being self-motivated, energetic, driven and willing to apply new methodologies to succeed

. Proven tracking record in business development, number of meetings set; number of prospects converted into contracts.

· Excellent communication and organizational skills, A Must.

. This is evening shift; expected to start from 6pm – 2am IST; will be more flexible