



## **Job Description – Director Inside Sales**

**Position Title:** Director – Inside Sales

**Location:** Noida

**Reports to:** VP Marketing

**Start Date:** Immediate Start

**Critical Internal relationships:** CEO, COO, VP of Sales, VP Marketing

### **JOB SPECIFICATION:**

**Education:** Graduate from a recognized university, college or accredited learning facility in Business or a Bachelors Degree.

MBA degree in Sales / Marketing

**Technical Skills:** At least 15 years Inside sales experience, managing Inside sales in the retail industry globally. With a proven track record in successfully meeting sales targets, acquiring new logos and strong negotiation skills to manage partners expectations and influence the close date of an opportunity

**Industry Experience:** New business acquisition, New Geo initiation & development, Account management, Relationship management, Operation Management and Management of Enterprise accounts and solution or product sales.

**Personal Qualities:** Excellent written and verbal communication skills. The individual must be fluent in English. Cross domain vertical knowledge, Interpersonal skills, Geographical understanding & strategy selling.

### **JOB DUTIES AND RESPONSIBILITIES:**

- Minimum fifteen years of experience in Sales, Business Development, Account Management and Customer Relationship Management.
- Extensive international experience in demand generation for Software products.
- Hands on Experience in working on Mid-Size companies ranging from 25-50 million and above to companies with revenue greater than 1 Billion.
- Achieve the QTRLY, Pipeline (Sales Qualified lead) target for the Inside Sales team.
- Responsible to Hire, manage & mentor individual team members to help them achieve their individual targets.
- Focus on continual improvement to the performance of the inside sales team by working closely with Onsite sales team.
- Specialist in establishing & running a revenue generating solution/ product sales engine for IT/ITES enterprises.
- Extensive experience in Inside sales, offshore software development sales, Market Research & Analysis , lead generation & Telesales
- Vast experience in Global IT/ITES/RPO set-ups
- Hands-on experience in entire Sales life-cycle including cold calling, prospecting, lead qualification, requirement understanding, proposal, presentation and sales closure.
- Strong Leadership, Communication and People skills, with the ability to manage high performance sales teams, work within teams and as an individual contributor.



CitiXsys Tech Solutions Private Limited  
SDF-A-7, Noida Special Economic Zone  
Phase – II, Noida – 201305 Distt. India  
Phone: +91 120 4743777  
Fax: +91 11 42696600

- Extraordinary Relationship Skills / Ability to Charm Strategic High profile partners, prospects and customers.
- High level of Intelligence vis-à-vis building relationships and solving complex problems.
- Sound knowledge on market research techniques and creation of databases from various sources
- Providing team with new A/C's for lead generation and marketing campaigns
- Good understanding of various data research tools like Zoom Info, Hoovers, iProfile/ Euro-profile, Discover Org etc.