




Sales Development Representative (End-to-End Sales)

Inside Sales

 LOCATION
Noida / Hybrid

 DEPARTMENT
Inside Sales

 EXPERIENCE
2+ Years (B2B / SaaS)

ABOUT THE ROLE

We are looking for a dynamic **Sales Development Representative (SDR)** who can manage the complete sales cycle—from prospecting and lead qualification to product demonstrations, proposal handling, and closing deals. This role requires strong communication skills, a consultative sales approach, and the ability to consistently meet revenue targets.

KEY RESPONSIBILITIES

Lead Generation & Prospecting

- Identify and research potential customers in target industries.
- Conduct outbound outreach via calls, emails, LinkedIn, and other channels.
- Build and maintain a healthy pipeline of qualified prospects.

Qualification & Needs Analysis

- Engage with prospects to understand their business goals and pain points.
- Qualify inbound and outbound leads to determine fit.
- Schedule and conduct discovery calls.

Proposal, Negotiation & Deal Closure

- Prepare proposals, quotations, and relevant sales documents.
- Manage pricing discussions and negotiate commercial terms.
- Close deals and achieve assigned revenue and conversion targets.

CRM & Internal Collaboration

- Maintain accurate lead, activity, and pipeline data in the CRM.
- Work closely with marketing and account executives for better lead quality and faster conversions.
- Share customer insights to help improve sales messaging and product positioning.

REQUIRED SKILLS & EXPERIENCE

- Bachelor's degree in Business, Marketing, or related field.
- **2+ years** of experience in Inside Sales, Full-Cycle Sales, SaaS Sales, or B2B Sales.
- Strong communication, negotiation, and presentation skills.
- Proven ability to handle the complete sales cycle independently.
- Experience using CRM and sales engagement tools.
- High energy, resilience, and a target-driven mindset.

NICE TO HAVE

- Prior experience in **SaaS** or software product sales.
- Understanding of B2B buying journeys and decision-making processes.