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## Sales Development Representative – Pune

### Description

We believe strongly in our people and they consistently surprise and motivate us to grow. It is our people who drive this incredible growth. If you are excited about solving problems, managing critical client accounts which have higher degree of complexity in terms of client servicing and have in-depth understanding of the sales ecosystem, we are looking for you!

### Industry

SaaS Software, POS Software, Beauty and Wellness

### Job Location

Pune

### Date posted

30 August 2018

Responsibilities as a Sales Development Representative:

Undertake in-depth research to gather key information with respect to the Beauty and Wellness Industry and interact with leaders and operators of beauty and wellness.

Research and build "cold accounts" (i.e.: adding contacts, sending emails, cold calling) to develop a database of qualified leads through referrals, telephonic canvassing, email and networking specialize in research to be able to generate leads

Qualify leads from cold to warm to develop targeted lists, call strategies, and messaging to drive opportunities for new business

Work with the sales and sales support teams to develop and grow the sales pipeline to consistently meet targets

Ensure follow-up by passing 'sales qualified' leads to Sales Managers with complete nurturing data and expected actions and dates

Learn and maintain in-depth knowledge of products and technologies, competitors, industry trends

### Qualifications

2-4 years of experience. Fresh BBA/B.Tech/B.Com graduates are most welcome to apply