

Telesales / Inside Sales Executive / BDE – IT & Software Sales

 **Location:** Salt Lake Sector V, Kolkata | Work From Office

 **Experience:** 1–3 Years

 **Salary:** Up to ₹20,000 In-Hand + Uncapped Monthly Incentives

 **Shift:** 11:00 AM–7:00 PM | Mon–Sat

 **Interview:** Face-to-Face

KEY RESPONSIBILITIES

- Handle inbound & outbound **B2B/B2C leads** for IT, Web & Digital solutions.
- Manage the complete sales cycle from **prospecting to deal closure**.
- Conduct pitches, handle objections and convert leads into customers.
- Achieve monthly sales targets and drive revenue.
- Maintain daily calls, leads and sales pipeline in **CRM/MS Excel**.

REQUIREMENTS

- **1–3 years** of experience in Telesales, Inside Sales, Outbound Calling or Software Sales.
- Proven experience in **phone-based sales & deal closures**.
- Excellent verbal communication in **English & Hindi**.
- Strong persuasion, negotiation and objection-handling skills.
- **Graduate (Any Discipline) / 12th Pass**.
- Target-oriented and comfortable working from office.

 **Interview Mode:** Face-to-Face

Please share your resume at: anita@pmspl.net.in