
1. Name of the position: “Lead Generation Executive”

2. Vacancy Count: 30

3. Specific skills required:

- Excellent communication skills.
- Ability to work in rotational shift

4. Job Role/ Responsibilities:

- Working with customer lists and/or database, make outbound, follow-up calls to client's existing customers or prospects to qualify leads and sell products and service contracts.
- Lead Generation, Web Research, Inside Sales, up selling, cold calling.
- Contact Discovery from social networking sites, Primary/Secondary web research.
- Experience with International clients on webinar / White paper presentation.
- Provide high quality service to customers and prospects by assessing customer requirements, ensuring prompt response in providing product information.
- Actively profile all customers and use effective telephone selling skills to promote client's products.
- Build and maintain an accurate customer/prospect database by profiling and capturing relevant customer and product information.
- Recommend improvements or changes to internal processes and data processing to meet or exceed sales goals, and to achieve the highest level of client customer satisfaction.
- If experienced, a minimum of 6 months of Outbound Sales Experience.

5. Shift timing: US Shift – 6.30 PM – 4.00 AM, (Week-offs: Saturday, Sunday)

6. Salary range (negotiable): 18000-20000 CTC as a fresher + Allowances + Incentives.

7. Qualification:

Graduate/Undergraduate (Intermediate) of any educational background with good skills and ability to learn.

8. Years of Experience:

- Freshers are encouraged.
- If experienced, maximum 0-2 years experience in the relevant field.

Your success is our mission

9. Company's name and address:

Resolute B2B

302, 3rd Floor, NSIC (National Small Industries Corporation), ECIL Post, Hyderabad-500062.

10. Company's brief description:

Resolute B2B is a fastest growing one stop shop for all **sales enablement needs**. We combine our deep understanding with a holistic approach and expertise to enable global businesses and marketers to empower their **sales pipelines**. Our passion lies in delivering customized high quality demand generation solutions for B2B Companies. With a global outreach and a diverse audience, we thrive in engaging with qualified prospects and ensure that we build a sales channel for our global partners.