

Position: Associate – Inside Sales(Middle East & Africa)

Join a young and dynamic team, which opens the doors of the world to you. With clients in more than 7 countries, by joining us, you can become a part of the exponentially growing team. In addition to the interesting nature of the assignments, a very enriching experience is what we offer.

About Us: Faber Infinite is one of the finest global management consulting firm, working with its clients closely on Business Transformation/ Business Excellence practices in order to make them more effective, efficient and flexible. Faber Infinite is closely working with clientele across India, Africa & Middle East.

Base Location: Ahmedabad

Compensation (CTC): INR 2 to 5Lacs per annum

Desired Skills:

- **1 – 3 years of prior experience in In-sales/Pre-Sales for professional services / B2B products, experience in Middle East or Africa market would be an added advantage**
- Excellent communication skills; should have strong written / oral command over English, and should effectively communicate with top brass of the organization
- Strong presentation and negotiating skills
- Good market knowledge and should have good exposure to sales planning / forecast
- Excellent Prospecting and Closing Skills
- Strong in secondary research
- Ability to be a high impact player on multiple simultaneous engagements
- Ability to think strategically, balancing long and short-term Priorities

Job Role:

- Understanding customer needs and provide solutions
- Sourcing new sales opportunities through inbound lead follow-up and outbound cold calls and emails
- Research accounts, identify key players and generate interest
- Maintain and expand your database of prospects within your assigned territory
- Perform effective online demos to prospects
- Routing qualified opportunities to the appropriate sales lead for further development and closure
- Responsible for achievement of sales target of given international region
- Build relationships with new clients

- Forecast sales targets and ensure they are met
- Close new business deals by coordinating requirements; developing and negotiating contracts; integrating contract requirements with business operations.
- Protect organization's value by keeping information confidential.
- Update knowledge base by participating in educational opportunities; reading professional publications; maintaining personal networks; participating in professional organizations.
- Enhance organization reputation by accepting ownership for accomplishing new and different requests; exploring opportunities to add value to job accomplishments.

Educational Qualification: Any Graduate/ Post Graduate. Candidate may have a degree in Engineering, International Business, Marketing or Business Administration, would be an added advantage