



DGAS Skyworld sms Technology Private limited

CIN: U74999DL2017PTC327228 website: www.dgasskyworld.com

Job Description – Inside Sales Executive (Fresher)

Position: Inside Sales Executive (Fresher)

Department: Sales

Location: Noida (Work from Office)

Employment Type: Full-Time

Experience: Freshers

Qualification: MBA in Marketing (Mandatory)

About the Role

We are looking for enthusiastic and result-oriented **MBA (Marketing) graduates** to join our Inside Sales team. This role is ideal for freshers who are passionate about sales, business development, and building strong client relationships. You will be responsible for identifying potential customers, generating leads, and supporting the sales team in achieving business targets.

Key Responsibilities

- Generate and qualify leads through cold calling, email campaigns, LinkedIn, and other channels.
- Reach out to prospective clients to understand their business requirements.
- Schedule meetings and product demonstrations for the Business Development/Sales team.
- Maintain and update customer information in the CRM system.
- Follow up with prospects and nurture leads until conversion.
- Prepare sales reports and maintain accurate records of customer interactions.
- Coordinate with internal teams to ensure timely customer responses.
- Achieve daily, weekly, and monthly lead generation and sales activity targets.
- Stay updated on company products, services, and industry trends.

Eligibility Criteria

- **MBA in Marketing (Mandatory).**
- Freshers are welcome to apply.
- Excellent verbal and written communication skills.
- Strong interpersonal and negotiation skills.
- Basic knowledge of MS Office (Excel, Word, PowerPoint).
- Self-motivated with a positive attitude and willingness to learn.
- Ability to work in a target-driven environment.

Preferred Skills

- Strong presentation and persuasion skills.
- Good analytical and problem-solving abilities.
- Confidence in speaking with clients over phone and email.
- Familiarity with CRM tools or LinkedIn Sales Navigator is an added advantage.



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What We Offer

- Opportunity to build a career in B2B Sales.
- Structured training and mentorship.
- Hands-on exposure to enterprise sales and client management.
- Career growth based on performance.
- Professional and collaborative work environment.

Location: Noida (Work from Office)

Working Days: 6 Days a Week

Industry: CPaaS / Telecom / Enterprise Communication Solutions

Note: Only candidates with an MBA in Marketing are eligible to apply. Applications from other specializations will not be considered.