



## Job Title: Tele Sales Executive/Inside Sales Executive

📍 **Location:** Bangalore

📁 **Department:** Sales / Business Development

🕒 **Employment Type:** Full-time

### Job Summary

At **Vidwath Innovative Solutions**, we believe sales is not just about calling—it's about creating meaningful conversations and delivering value. As a **Tele Sales Executive**, you will be at the forefront of our growth journey, engaging with prospective and existing customers, generating qualified leads, and converting opportunities into successful business outcomes. This role is ideal for individuals who are confident communicators, target-driven, and eager to grow in a fast-paced sales environment.

### Key Responsibilities

- Proactively make **high-volume outbound calls** to potential customers to promote Vidwath's products and services.
- Clearly understand customer requirements and **present tailored solutions** with confidence and clarity.
- **Follow up consistently** on leads to ensure timely conversions and relationship building.
- Maintain accurate and up-to-date **call logs, lead details, and sales outcomes** in CRM systems.
- Address customer queries professionally and **handle objections effectively** to close sales.

- Achieve and consistently **exceed daily, weekly, and monthly sales targets.**
- Share market insights, customer feedback, and trends with the sales and marketing teams.
- Collaborate closely with internal teams to ensure seamless lead handovers and customer experience.

### **Qualifications & Skills**

- ✓ **Education:** Minimum high school qualification required; a Bachelor's degree in Business, Marketing, Commerce, or a related field is preferred.
- ✓ **Experience:** Prior experience in **tele sales, inside sales, tele-calling, or customer engagement** is an advantage.
- ✓ **Communication:** Strong verbal communication and persuasion skills.
- ✓ **Mindset:** Target-oriented, resilient, and motivated to succeed in a performance-driven role.
- ✓ **Technical Skills:** Basic knowledge of CRM tools, MS Office, and data entry systems.

### **Why Join Vidwath Innovative Solutions?**

- Opportunity to grow in a **performance-driven sales culture**
- Structured training and continuous learning
- Attractive incentives and career progression opportunities
- A supportive team that values initiative and results