

## Job Description

### Inside Sales Associate

#MadAboutSoftware

**Location:** Gurgaon

**Autoninja** is a rapidly growing, venture-funded (SAIF Partners) startup, building mobile CRM tools for Auto retailers in India. CRM stands for Customer Relationship Management but means different things in different contexts. In our context, CRM tools help automobile dealerships market their services to prospective customers. Autoninja boasts of a strong clientele of 400+ top auto dealers in the country within 4 years of operations. Serving the intersection of the hottest trends in technology today: Big Data & Cloud, we help customers unlock their data to run their business more efficiently and effectively.

If you like a fast paced, highly creative and dynamic environment to maximize your talents and expand your experience, then we might be the place for you.

**Opportunity:** We are looking for an exceptionally talented and competitive Inside Sales Representative that thrives in a quick sales cycle environment. Our Inside Sales Reps play a fundamental role in achieving our ambitious customer acquisition and revenue growth objectives. You must be comfortable making dozens of calls per day, engaging in meaningful dialogue, generating interest, qualifying prospects, and closing sales. Candidate should be capable of engaging in business-level conversations at multiple levels of the organization, including Business Owners, CEOs, General Managers. This is a salary plus incentive based position with a monthly MRR benchmark.

#### Role Requirements:

- Bachelor Degree with 1-2 years of relevant experience in Inside Sales with a consultative selling approach.
- A strategic thinker with good communication, persuasion & negotiation skills.
- Must have strong communication skills (verbal and written), be comfortable in a high-volume fast-paced environment (e.g., prospecting, following up)
- Must be able to work well without direct supervision and also as part of an overall team
- Analytical mindset with ability to quickly recognize patterns

#### We Have:

- Competitive salary and a rewarding work culture.
- Plenty of room to grow and become a part of India's largest CRM company catering to the Auto Industry
- Multiple Cutting-edge Software Products
- A Great Learning Environment and a lot of Freedom
- Most enthusiastic teams to work along
- Best-in-Class Pay and Stock Options

**Key Responsibilities:**

Proactively and effectively prospect and generate new leads through multiple channels: Emails, Social and outbound Calls. Maintain and expand our database of prospects

- Follow up with potential customers to assist them with queries & steer them through our sales pipeline.
- Educate and nurture prospects, set up next level discussion with field sales team.
- Maintain pipeline opportunities and log all activity in the designated CRM system
- Develop and maintain an expert level of knowledge of company solutions and competition in the market
- Work in collaboration with Sales and Operations team to formulate Sales strategies that drive adoption of Autoninja's CRM solutions
- Pay close attention to customer feedback & share with sales team.
- Will be responsible to manage Monthly, Quarterly & Annual goals towards new acquisitions as well as revenue.