

JOB DESCRIPTION of Inside Sales

Title : Inside Sales

Department : Sales

Key Responsibilities:

1. **Sales Target Achievement:** Meet or exceed sales targets by effectively selling products or services to customers through remote channels such as phone calls, emails, and online communication.
2. **Lead Generation and Qualification:** Identify potential leads, follow up on inquiries, and qualify leads to create sales opportunities.
3. **Customer Relationship Building:** Develop and maintain strong relationships with customers through remote communication to understand their needs, provide solutions, and ensure customer satisfaction.
4. **Sales Process Management:** Manage the sales process efficiently, from initial contact to closure, ensuring timely and accurate follow-ups with customers.
5. **Order Processing and Management:** Process orders, track shipments, and coordinate with internal teams to ensure timely delivery and fulfillment of customer orders.
6. **Sales Strategy Implementation:** Implement sales strategies tailored to inside sales channels to drive business growth and increase market share. Other tasks as assigned.

Required qualifications and skills:

1. **Communication Skills:** Excellent verbal and written communication skills to effectively convey product benefits and build rapport with customers through remote communication.
2. **Sales Acumen:** Strong sales skills including negotiation, persuasion, and closing techniques to drive sales and achieve targets through virtual interactions.
3. **Customer Service Orientation:** A customer-centric approach with the ability to understand and address customer needs and concerns remotely.
4. **Technical Proficiency:** Ability to use inside sales technology, CRM systems, and other tools efficiently to manage leads, track sales activities, and generate reports.
5. **Time Management:** Effective time management skills to prioritize activities, manage a sales pipeline, and meet deadlines while working remotely.
6. **Resilience and Persistence:** Ability to handle rejection, overcome objections, and persist in pursuing sales opportunities through remote channels.

7. **Adaptability:** Flexibility to adapt to changing market conditions and customer requirements in a remote selling environment. Requirements working on CRM systems.

Why work at Helukabel (Vietnam)

- Insurance with full Salary
- Accident insurance & Healthcare
- Incentive/ Bonus
- Salary review
- Annual leave and 5 days work a week
- Business trip allowance
- Working with young motivate team
- Much more! Growth opportunities and learning development.

How to apply?

Interested candidates should submit their resume and a cover letter highlighting your relevant experience and achievements in Inside Sales to email. nhi.ngohoangyen@helukabel.com.vn

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