



Inside Sales Representative

Job Description:-

The ideal candidate is a competitive self-starter that thrives in a fast-paced environment. You must be comfortable making dozens of calls and emails per day working with partners, generating interest, qualifying prospects, and closing sales.

Responsibilities:-

- Source new sales opportunities through inbound & outbound leads
- Communicating with potential customers via LinkedIn/ outbound calls / Personalized Emails and following up on leads.
- Conducting in-depth Market research to identify prospective customers.
- Consistently expanding the customer database.
- Prospect call preparation including company background research and other pertinent lead information.
- Identify customer's buying trends and provide reports to management.
- Enter, update, and maintain information of leads, prospects, and Opportunities on CRM

Requirement:-

- Strong Verbal & Written communication
- Source new sales opportunities through cold calling.
- Confident in speaking.
- Strong listening and presentation skills.
- Presence of Mind to influence and persuade.
- Identify B2B key players and research the accounts.
- Proficient in using CRM and hands-on Microsoft Office.
- Strong Interpersonal relations.

Benefits of working with us: -

- Benefits of both worlds - Enthusiasm & Learning Curve of a Start-Up, Deliveries & Performance of an Enterprise Service Provider.
- Sky's the limit when it comes to learning, growth & ideas.
- We do not follow the typical corporate hierarchy ladder.
- Medical insurance, gratuity, and provident fund.

- As part of our dedication to an inclusive and diverse workforce, Kratikal is committed to Equal Employment Opportunity without regard for race, color, national origin, ethnicity, gender, protected veteran status, disability, sexual orientation, gender identity, or religion.

About Us: -

Kratikal Tech Private Limited is a leading cyber security firm that provides cyber security solutions to 145+ Enterprise customers and 1825+ SMEs, belonging to different industries including E-commerce, Fintech, BFSI, NBFC, Telecom, Consumer Internet, Cloud Service Platforms, Manufacturing, and Healthcare. The company was founded with the aim of helping enterprises at a global level combat cybercriminals using new-age technology-based cyber security solutions.

As of today, Kratikal has been awarded as the Top Cyber Security Startup at the 12th Top 100 CISO Awards. Kratikal has launched four products, ThreatCop, KDMARC, Threat Alert Button, and KPMonitor including VAPT services. Apart from the products receiving several recognitions and awards, Kratikal has also partnered with numerous renowned organizations worldwide...for more details visit our website www.kratikal.com