



## **Inside Sales Representative (ISR)**

### **Job Overview**

We are seeking a motivated and results-driven Inside Sales Representative (ISR) to join our dynamic sales team. The SDR will be responsible for **generating leads and qualifying prospects** through various outreach methods including **cold calling, cold emailing, and LinkedIn messaging**. The ideal candidate is an excellent communicator, both verbally and in writing, and is fluent in English.

### **Responsibilities:-**

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

### **Requirement:-**

- Bachelor's or Master's degree in a technical field
- Strong Verbal & Written communication
- Confident in speaking.
- Strong listening and presentation skills.
- Presence of Mind to influence and persuade.
- Strong Interpersonal relations.

### **Benefits of working with us: -**

- Working with us provides you with the opportunity to gain hands-on experience and training on various industry-leading tools for database management and prospecting. Tools such as ZOHO CRM, Lusha, Apollo.io, Notion, LinkedIn Sales Navigator, and more will be at your disposal, empowering you to enhance your skills and streamline your work.
- 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 150+ 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 to help enterprises at a global level combat cybercriminals use new-age technology-based cybersecurity solutions.

As of today, Kratikal has been awarded as the Top Cyber Security Startup at the 12th Top 100 CISO Awards. Kratikal has launched multiple products i.e. TSAT, TLMS, TDMARC, TPIR, and AutoSecT including VAPT and Compliance 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](http://www.kratikal.com) and [www.threatcop.com](http://www.threatcop.com)