

<b>Position Title</b>	<b>Inside Sales Manager</b>
<b>Department</b>	<b>Digital Analytics</b>
<b>Schedule</b>	<b>Full-Time</b>
<b>Location</b>	<b>Mumbai /Bangalore/Gurugram</b>

## OVERVIEW

### Course5 Intelligence

We enable organizations to make the most effective strategic and tactical moves relating to their customers, markets, and competition at the rapid pace that the digital business world demands. Founded in 2000, our business areas include Market Intelligence, Big Data Analytics, Digital Transformation, Artificial Intelligence, and Analytics. Rapid advances in Artificial Intelligence and Machine Learning technology have enabled us to create disruptive technologies and accelerators under our Course5 Intelligence suites that combine analytics, digital, and research solutions to provide significant and long-term value to our clients.

More information can be found at [www.course5i.com](http://www.course5i.com)

### Global Offices

United States | India | United Kingdom | Singapore | United Arab of Emirates

## SPECIFIC RESPONSIBILITIES:-

The Inside Sales Account Manager is responsible for generating leads for Course5 solutions and products within a specified a set of accounts by indulging in consultative conversations with prospects. This is a numbers driven position with standard inside sales KPI's that plays an integral role in the success of the overall sales team.

- Define and execute prospecting strategies for set of leads identified for particular accounts in conjunction with the larger sales team
- Generate, prospect and assess new leads and engage in consultative conversations.
- Manage and track transactional information in a CRM system
- Coordinate resources throughout the lead gen cycle, including marketing, field sales and presales
- Engage with leads on initial set of conversations and demonstrate ability to qualify in/out
- Nurture and expand the company's relationship with leads in customer accounts within geographic territory
- Provide regular reporting through the CRM system
- Keep abreast of competition, competitive issues and products/solutions in Digital and Analytics space
- Practice effective, excellent communication with management, customers and support teams
- Participate in team-building and company-growth activities including strategy setting, sales training, marketing efforts

## REQUIRED KNOWLEDGE, SKILLS AND ABILITIES:-

- 5+ years of experience in Inside sales / Business development experience, preferably in analytics and digital arena for consulting and services organizations. International market exposure preferred. You have also worked in quota carrying positions in Inside sales – leads and opportunities generated.
- **Amazing Salesperson.** You have a desire and plan to grow into a sales role, and have passion for sales as a career.
- **Motivated and self-starter.** You are willing to go the extra mile with a strong work ethic; self-directed and resourceful
- **Effective Communicator.** You are clear and persuasive in verbal and written English with highly effective use of email, messaging platforms such as LinkedIn and calling over telephone
- **Cross-Cultural.** You have experience relating to customers from a variety of countries.