



Job Title:	Demand Generation Consultant	Job Category:	Development
Department/Group:	Research & Development	Job Code/ Req#:	RM24/001
Location:	Bangalore	Travel Required:	No
Level/Salary Range:	CTC 2,70,000/-	Position Type:	Full Time
HR Contact:	M Charith Dev	Date posted:	23/08/2021
Will Train Applicant(s):	Experienced	Posting Expires:	27/08/2021
External posting URL:			
Internal posting URL:			
Applications Accepted By:			
Fax or E-mail: +91 8088770991 or chethan@shopemet.com Subject Line: Attention: 5 Positions Opened.		Mail: SHOPEMET NETWORKS PVT LTD No 1755, 3rd Cross Rd, Kengeri Satellite Town, Bengaluru, Karnataka 560060.	
Job Description			
Description We are looking for a Lead Generation Executive who will be responsible for evaluating and identifying trends in technology by analyzing industry data and reaching out to Industries, Groups and Corporates. Lead Generation executive will be researching these potential leads and updating our records, to find out how we can meet the changing needs of the markets. Lead Generation executive will take ownership of generating new leads for the business and aim to maximize the potential from each call with an excellent telephone manner and upbeat outlook. Lead Generation Executive responsible to increase sales and revenue by running competitive analysis, conducting forecasting, and making recommendations.			
Roles & Responsibilities <ul style="list-style-type: none"> We are hiring for Lead generation executive for 0 - 2 years experience in IT/Software industries. Understanding of the Challenger Sale's methodology, outbound prospecting, target account management, call coaching, email writing, and usage of social media in prospecting and securing appointments. Mastered the art of the cold open, have developed skills for overcoming objections, and have a healthy approach to handling rejection. Ability to have mature conversation with Senior Leadership in prospective customers. Should be able to understand technology products and speak about them confidently. Should have Data analysis abilities, Strong communication and presentation skills, A strategic mindset and Excellent software skills. Previous B2B or B2C sales experience to act as an ambassador for the business and promote the company and its products. Outlining sales goals, defining budgets, and setting margin targets. 			

SHOPEMET NETWORKS PVT LTD

Regd Office – Plot no 179, 2nd Floor, C D Street, Mysore road, Bangalore – 560002
Unit Office – No 1755, SVS Complex, 2nd Main, 3rd Cross, Kengeri Satellite Town, Bangalore – 560060
E: shopemet@gmail.com | W: www.shopemet.com



- Ability and commitment demanded by this role to work closely with the Business Development team to ensure leads are generated within various business sectors.
- Excellent communication skills and an excellent telephone manner to convert the calls to new business leads and to deal with telephone queries.
- Good verbal and written skills to inform potential clients on the company's products and services.
- Ability to work independently and under pressure to achieve agreed personal and departmental targets.
- Good organizational skills and attention to detail to gather relevant Industries and Corporate information.
- A positive approach to objection handling is always essential to ensure guest satisfaction.
- To build relationships with colleagues and clients. To be proactive in identifying opportunities for new business.
- Ability to deal with clients in a professional manner at all times aligned to our brand values, to ensure service is prompt, polite and professional standards are kept.
- Always ready to assist with other departments as required.

Skills.

- Lead Generation
- Client Relationship Management
- Cold Calling
- Field Work
- Revenue Expansion
- B2B Sales
- Software Sales
- Business Development
- IT Sales
- Corporate Sales

Required Education and Experience

Any Degree

Minimum of 2 years of experience in domestic Lead generation.

Targets and Payment (Office Use only – Delete before giving to recruiter or agencies)

Basic Salary: Rs 14022/-

10 Leads on an Average: Rs 8478/-

Total Salary: 14022 + 8478 = Rs 22,500/-

Incentives Slab:

Average 11 Leads: Rs 728/-

Average 14 Leads: Rs 2912/-

Average 12 Leads: Rs 1456/-

Average 15 Leads: Rs 3640/-

Average 13 Leads: Rs 2184/-

Created By:	M Chethan Dev (Dy. Director)	Date:	23/08/2021
Reviewed By:	Charith Dev (President)	Date:	
Approved By:	Mohammed Aqeeb	Date/Time:	

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