

Technology : ERP

Position : ERP Inside Sales Associate

Expertise : Inside Sales

Payroll Type : Permanent

No. of. Positions : 02

Relevant Experience (In Years) : 1 To 5

Implementations/Migrations : -

Notice Period (In Days) : Immediate To 15 Days

Budget : As Per Industry

Qualification : Bachelor's Degree (any) mandatory, Masters (any) would be an added advantage.

Base Location : Pune

Client Location : -

Job Descriptions:

Overview:

The ERP Inside Sales Associate is responsible for generating new business opportunities and driving sales growth through proactive outbound efforts. This role focuses on identifying, qualifying, and nurturing leads to build a robust pipeline for the sales team. The ideal candidate will be skilled in engaging prospects, understanding their business needs, and effectively communicating the value of ERP solutions.

Key Responsibilities:

- Execute outbound prospecting strategies (calls, emails, social outreach) to generate qualified leads within target markets.
- Identify and qualify potential clients' needs, budget, timeline, and decision-making processes.
- Schedule appointments and demonstrations for the outside sales team with qualified prospects.
- Maintain accurate and up-to-date records of lead interactions and status in the CRM system.
- Collaborate with marketing and sales teams to refine outreach strategies based on market feedback.
- Develop and maintain a strong understanding of ERP products/services and industry trends.
- Achieve or exceed monthly/quarterly targets for lead generation and opportunity creation.

Skills and Competencies:

- Proven experience in inside sales, lead generation, or business development, preferably in ERP, SaaS, or B2B technology.
- Excellent communication and interpersonal skills, with the ability to engage prospects confidently.
- Self-motivated, results-driven, and comfortable working in a target-oriented environment.
- Familiarity with CRM software (e.g., Salesforce, HubSpot) and sales engagement tools.
- Basic understanding of ERP concepts and business processes is a plus.
- Ability to work independently and as part of a collaborative team.