



Visvesvaraya Technological University
"Jnana Sangama", Belagavi-590018 Karnataka



Ref: CPC Drive – 2019/63

Date: 30 July 2019

Opening for

Any Graduate
MBA
2018 & 2019
PASSED OUT

VTU Campus 2 Career CPC

**Supports the*
Recruitment drive
For**

**DRIVE
63**



Company Profile:

An inside sales executive will play a fundamental role in achieving our ambitious customer acquisition and revenue growth objectives. You will be responsible for obtaining and maintaining long term Key Customers by comprehending their requirements. The ideal candidate will be someone who is apt in building strong relationships with strategic customers. You will need to be able to identify needs and requirements to promote our company's solutions. The goal is to contribute towards sustaining and growing our business to achieve the maximum Share of Wallet from all our customers. Executives must be comfortable and fluent on both written and verbal communications through meetings/calls/emails, work closely with Field Sales POCs and always be in the lookout for ways to increase Treebo's Share of wallet with customers.

WEBSITE <https://www.treebo.com/aboutus>

POSITION

Role - **Inside Sales Executive**

Job Description

- Manage Key existing accounts of Treebo Corporate Sales Function
- Source new sales opportunities through inbound lead follow-up and outbound cold calls/ emails
- Develop trust relationships with a portfolio of major clients to ensure they do not turn to competition
- Acquire a thorough understanding of key customer needs and requirements
- Expand the relationships with existing customers by continuously proposing solutions that meet their objectives and help increasing SOW and visibility of the Brand
- Ensure the correct products and services are delivered to customers in a timely manner

- Serve as the link of communication between key customers and internal teams
- Route qualified opportunities to the appropriate sales executives for further development and closure
- Drive Central Initiatives through Verbal/written communications to Admins
- Coordinate with Internal Stakeholders to ensure delivery of the highest standards of Customer Experience

ACADEMIC ELIGIBILITY CRITERIA

Any Graduate

Academic Credentials/ Eligibility

- Strong communication and interpersonal skills with aptitude in building relationships with professionals at all organizational levels
- Highly energetic Individuals who are always willing to stretch their boundaries at Work
- Target Driven folks who will not stop or settle for anything lesser than their assigned Targets
- Proficient with corporate productivity and web presentation tools
- Ability in problem-solving and negotiation
- Strong listening and presentation skills
- Ability to multi-task, prioritize, and manage time effectively
- UG Degree in business administration or any other relevant field

Compensation

CTC - 3LPA

SELECTION PROCESS: Written Assessment-HR assessment

Last date for Registration is 10/08/2019

Registration Link to apply

<https://forms.gle/6e9kbq7ib22u7Njb9>

**Interview date and venue will be communicated to the registered email ID.
Remember to provide correct email ID.**

VTU CPC wishes all the candidates a prosperous career ahead.....

*VTU CPC is only a platform to link the recruiter and the candidates. The candidates are advised to take maximum care in selecting the recruiter and terms & conditions of appointment. VTUCPC is not responsible for any lapses in the agreement between the candidate and their recruiter.

Dr. Binoy Mathew, Director, VTU-Centralized Placement Cell (CPC) Email: placement@vtu.ac.in