



Position: Business Development Specialist

Job Location: Kochi, Kerala & Chennai, Tamil Nadu

Greetings from SurveySparrow!

If you are ready to take on challenges, solve problems and have an unbeatable passion for building and creating things, join us. At SurveySparrow, we always seek people with a keen eye, smart brains, creative thoughts, and a big heart. Sounds like a place you would want to invest their career in?

A happy tribe doing what we love and loving what we do!

What is SurveySparrow?

SurveySparrow is an omnichannel experience management platform that helps you refine experiences end to end. It helps you create engagements, inspiring performances, and achieve solutions- all through the power of surveys.

Know more about us [here](https://youtu.be/_aGCHIDkvm0). https://youtu.be/_aGCHIDkvm0.

Why SurveySparrow?

We have a unique work culture in place that screams the personality of our brand, and we ensure the growth of our employees as the company soars high. Here's a blog from our founder that would give you an insider peek of what we have in store for you:

<https://surveysparrow.com/blog/why-we-built-culture-codes/>

So, you are not just a part of our workforce, you are family, and we value you.

Job Description

We are looking for self-motivated professionals with an obsession to deliver WOWs to customers and an ability to thrive in a fast-paced environment to join our Inside Sales team.

A Business Development Specialist will play a fundamental role in achieving our ambitious customer acquisition and revenue growth objectives. You must be comfortable making dozens of calls per day, generating interest, qualifying prospects, and winning customers.

Responsibilities:

- Source new sales opportunities through inbound lead follow-up and outbound cold calls and emails
- Understand customer needs and requirements
- Route qualified opportunities to the appropriate sales executives for further development and closure
- Close sales and achieve the monthly/quarterly quotas



- Research accounts, identify key players and generate interest
- Maintain and expand your database of prospects within your assigned Territory
- Perform effective online demos to prospects

Requirements:

- Proven inside sales experience
- Track record of over-achieving quota
- Strong phone presence and expertise dialing dozens of calls per day
- Flexibility in working in different shifts/regions including the night shift is mandatory.
- Proficient with corporate productivity and web presentation tools
- Experience working with Salesforce.com or similar CRM
- Excellent verbal and written communications skills
- Strong listening and presentation skills
- Ability to multi-task, prioritize, and manage time effectively