

client engagement executive

📍 Bangalore ■ Full time ⌚ 1-2 yrs

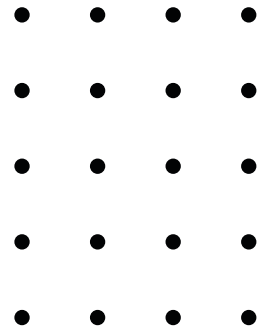
We are looking for a Client Engagement Executive to build positive relationships with clients during various projects. You'll be the assigned clients' first point of contact, ensuring that our customers remain satisfied with our services.

To succeed in this role, you'll need to communicate well and multi-task under tight deadlines. Experience in sales and customer service is an asset in this position. If you're a team player and a problem-solver, we'd like to meet you. Your goal will be to ensure that our relationships with customers are strong, profitable and enduring.



who we are

Betterplace is a technology platform designed to hire, manage, and engage the blue-collar workforce with ease with our all-in-one lifecycle platform. Designed for large enterprises, the platform enables you to manage end to end lifecycle of your blue-collar employees. Device – agnostic. Customizable. Scalable. Uniquely digital.

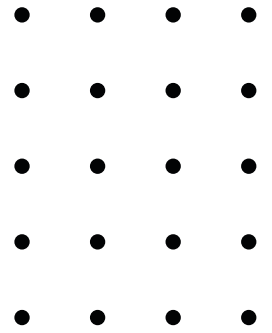


what we're looking for

- Proven working experience on client engagement role
- Proven Inside sales experience, strong phone presence and cold calling experience
- Excellent communication skills – Tamil, Telugu, Kannada speaking candidates preferable with Hindi knowledge being a must.
- Proven sales track record of over-achieving the quota
- Good stability through the career
- Hands on experience with salesforce.com or similar CRM software, account management systems and web presentation tools
- Excellent Communication and negotiation skills
- Ability to build rapport, Time management and planning skills
- Exposure to Manpower leads selling and placement for minimum 1 year – Mandatory
- Exposure to connecting with target audience of MD/CEO/CHRO/COOs of India based Companies in various industries.

what we're looking for

- Source new sales opportunities through inbound lead follow-up and outbound cold calls and emails
- Understand customer needs and requirements
 - Cold Call & Email or follow up on warm leads
 - Pitch about our solutions & products (IT driven solutions & services targeting B2B)
 - Setup meeting for field sales team to meet and close
- Route qualified opportunities to the appropriate sales executives for further development and closure
- Close sales and achieve quarterly quotas
- Research accounts, identify key players and generate interest
 - Research companies as per defined target segment / industry
 - Research to shortlist the right people/ decision makers
 - Get contact details email & phone



- Maintain and expand your database of prospects within your assigned territory
 - Share content/marketing material until conversion and beyond
 - Push offers
 - Get audience to events and other marketing activities
 - Respond to inbound enquiries
- Team with channel partners to build pipeline and close deals
- Perform effective online demos to prospects

what you'll get

- Health Benefits
- Innovation-driven culture
- Smart and fun team to work with
- Friends for life 😊