

# JOB DESCRIPTION

<b>Role:</b>	Head- Inside Sales
<b>Designation:</b>	Sales Head
<b>Experience Required:</b>	10 Years
<b>Job Type:</b>	Full Time
<b>Location:</b>	Sector 62, Noida

## About Tradologie.com

Tradologie.com is a next-generation B2B agro-commodity platform that leverages cutting-edge SaaS and AI technology. Our platform facilitates global transactions for a wide range of bulk agricultural commodities, such as rice, wheat, sugar, pulses, spices, edible oil, dry fruits, and various branded food products. We expedite and streamline the entire process from inquiry to payment, ensuring seamless transactions for our users.

## Description

We are seeking a dynamic and experienced Head of Inside Sales to lead our Inside Sales team. The successful candidate will have a proven track record in B2B sales, with a focus on selling subscription-based solutions, SaaS products, digital solutions, and concepts. The Head of Inside Sales will be responsible for driving revenue growth through effective management of the Inside Sales team and ensuring adherence to defined sales processes.

## Responsibilities

• Lead, hire, train, and manage a high-performing Inside Sales team.@@ • Develop and implement strategies to achieve revenue targets from Inside Sales efforts.@@ • Ensure Inside Sales team members follow defined prospecting processes, including proper assessment, pitching Tradologie's value proposition, addressing customer queries and objections, and conducting cost-benefit analysis against competitors.@@ • Train and coach Inside Sales team members to enhance their sales skills and develop a strong team culture.@@ • Take ownership of the closure of team prospects and revenue targets.@@ • Maintain transparency with leadership by sharing strong follow-up and payment prospects regularly.@@ • Collaborate with other departments, such as Marketing and Product Development, to align sales strategies with company objectives.@@ • Stay updated on industry trends and competitor activities to identify new opportunities and challenges.

## **Key Skills**

• Minimum 10-12 years of experience in B2B sales, with a focus on Inside Sales.@@ • Proven track record of selling subscription-based solutions, SaaS products, digital solutions, and concepts.@@ • Experience in hiring, training, and managing Inside Sales teams.@@ • Strong leadership and team-building skills, with the ability to motivate and inspire others.@@ • Excellent communication and interpersonal skills.@@ • Strategic mindset with the ability to develop and execute sales strategies.@@ • Results-oriented with a focus on driving revenue growth.@@ • Post graduation degree in business administration, Marketing, or related field (preferred).