



🏠 3rd Floor, Survey No. 6,
Venkat Enclave,
Whitefields Road,
Kondapur, Hyderabad
Telangana 500084, India.

☎ +91 63059 20543

Firstly, a bit about us

Froogal is an Omni-channel cloud based Customer Loyalty & Engagement platform and has been a pioneer in delivering multiple consumer oriented Industries to build customer centricity by modernized and personalized interactions with consumers to drive incremental Revenues!

What are we looking for

Froogal is looking for an extra-ordinary **Enterprise Sales lead** who is responsible for driving new revenue through targeted accounts. The ideal candidate should have experience in enterprise software and/or SaaS sales. This role will drive revenue growth by identifying and working targeted accounts through the entire buyer's journey. The individual must be able to comfortably engage with all levels of prospects, across multiple industries, using all available mediums including phone, email and social media. Specific experience selling into Retail, E Commerce, Restaurant or any other B2C domains is a plus. The ideal person will be a self-starter, with strong attention to detail and the ability to work in a fast-paced environment.

Primary Responsibilities

- Execute a sales prospecting plan to penetrate target accounts and capture significant market share within identified industries.
- Source new sales opportunities through creative outbound prospecting and limited inbound lead generation
- Build relationships with key decision makers across all accounts
- Effectively deliver product demonstrations to prospects/customers to showcase value of Industry Intelligence
- Will be responsible in handling both Domestic and International Sales
- Serve as a trusted advisor to prospects/customers to achieve desired business outcomes
- Remain knowledgeable of company's products/services to support prospect and customer needs
- Drive event attendance for webinars, trade shows/conferences, executive dinners and other events
- Meet and exceed quarterly and annual quotas
- Passionately support our commitment to creating an outstanding experience for our prospects and customers
- Disciplined use of Sales CRMs to record all communication with each lead, contact and account
- Work effectively with other team members and throughout the organization

Minimum Qualifications

- Bachelor's degree, preferably in business administration, marketing, or a technical discipline
- 5+ years in an enterprise sales role
- Experience delivering product demonstrations to create value
- Experience generating proposals
- Experience using Salesforce / Hubspot and Google Suite for Business
- Proven track record of quick learning and exceeding set goals

Competencies



🏠 3rd Floor, Survey No. 6,
Venkat Enclave,
Whitefields Road,
Kondapur, Hyderabad
Telangana 500084, India.

☎ +91 63059 20543

- Strong verbal and written communication skills
- Organized, detail-oriented individual capable of meeting quarterly and annual results
- Proven success in executing outbound targeted sales programs to achieve desired results
- Experience engaging with prospects through social selling efforts
- A team player who performs well independently
- Must be a confident, adaptable self-starter who thrives in an empowered, fast-paced environment