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# Example of Sales Executive, Inside Sales Job Description

Our growing company is searching for experienced candidates for the position of sales executive, inside sales. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for sales executive, inside sales

* Prospect entire territory through sales leads generated from a variety of sources
* Provide day-to-day guidance, motivation and mentorship to Inside Sales Representatives
* A high volume of outbound calls prospecting to Real Estate professionals
* Building clientele through phone calls
* Recommending services/add-on services to clients based on what they are already using and what will benefit them
* Manage and maintain marketplace accounts
* Outbound calling to targeted prospects
* Lead generation, lead vetting, and contact completion
* Booking demos for Senior Sales execs, and assisting in sales process
* Securing quality leads / business appointments for the onshore Business Development teams, various critical stakeholders within the delivery functions, and CRISIL senior management, including the CEO, and the heads of the various GR&A businesses

## Qualifications for sales executive, inside sales

* Your resume should have a lot of triple digits on it
* Social saavy required
* Sales Training a Plus
* Must be based in Bay Area
* Excellent customer service and communication skills necessary
* Sell multi-media marketing solutions