



In-house Sales/Lead Generation Executive

Job Description: You will be the engine of our sales pipeline — identifying, contacting, and qualifying decision-makers across Tier-2 businesses in Mumbai, Navi Mumbai, Thane, and Pune.

Responsibilities:

- Make 80–100 outbound calls per day to target businesses
- Generate and qualify leads using IndiaMART, JustDial, LinkedIn, TradeIndia, and referrals
- Pitch our 30-second hook and schedule product demo meetings for the field team
- Send product brochures, demo videos, and catalogs via WhatsApp and email
- Maintain accurate lead data and follow-up logs in CRM
- Coordinate with the field team to ensure smooth handoff of qualified leads
- Follow up on proposals sent and support the closure pipeline
- Meet weekly meeting-booking targets consistently

What you will be selling:

- SIP Trunking & Cloud Telephony solutions (TATA Tele Products)
- IP Phones and Communication Hardware (Grandstream, Dinstar)
- Microsoft 365 & Teams licenses
- Bundled communication packages (Starter / Growth / Scale SKUs)
- Tata Tele Business Services (TTBS) connectivity solutions

Target Industries:

- NBFCs & Microfinance companies
- Logistics & Transport companies
- Healthcare, Pharma distributors, Education institutes

Desired Skills:

- Excellent verbal communication in Hindi and English — confident and energetic on calls
- Ability to handle rejections and stay motivated on high-volume calling days
- Basic understanding of IT/telecom solutions (training will be provided)
- Familiarity with CRM tools, Excel, WhatsApp Business
- Self-starter mindset — this is a target-driven, performance-first role

Experience: 1 – 3 Year Remote/Mumbai

Please send updated profile at hr@jampotech.com

More Information: <http://jampotech.com/> <https://www.linkedin.com/company/3361426/admin/>