



# Castler Job Posts

**Location:** Bangalore

## 1. Inside Sales Leader

### **Job description**

- Hire & manage a team of Inside Sales Representatives
- Individually source new sales opportunities through outbound cold calls and emails
- Understand customer needs and requirements
- Close sales and achieve quarterly quotas
- Research accounts, identify key players and generate interest
- Maintain and expand database of prospects
- Perform effective online demos to prospects

### **Requirements:**

- Proven inside sales experience & team management skills
- Track record of over-achieving quota
- Strong phone presence and experience in dialing dozens of calls per day
- Proficient with corporate productivity and web presentation tools
- Excellent verbal and written communications skills
- Strong listening and presentation skills
- Ability to multi-task, prioritize, and manage time effectively
- Prior experience in selling to Fintech, NBFC's is preferred
- Any Graduate / PG Degree