



**TECNIA INSTITUTE OF ADVANCED STUDIES**  
**GRADE "A" INSTITUTE**

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**Ref. No: TIAS/TP/Campus/Notice/2023-24/112**

**Date:10.01.2024**

Dear All,

Please find an option for consideration. Interested candidates are required to register on the link latest by 11/01/2024.

**Link to Apply:- <https://forms.gle/rokCX9BUffvFQNE6>**

**Company Name: Ve- Sure Technologies**

**Eligibility: BAJMC & BBA-2023 & 2024 Passing Year**

**Job opportunity : Software Tele Sales**

**Key Roles and Responsibilities:**

1. **Lead Generation:** Initiate outbound calls to potential customers and generate leads for the software sales.
2. **Follow-ups:** Maintain regular follow-ups with leads to nurture relationships and address any queries or concerns.
3. **Sales Calls:** Conduct persuasive sales calls to showcase the features and benefits of the POS software.
4. **Closing Deals:** Effectively close software sales deals by understanding customer needs and positioning the software as a valuable solution.
5. **Customer Communication:** Maintain clear and concise communication with customers, ensuring a positive customer experience.
6. **Achieve Sales Targets:** Meet or exceed monthly sales targets by actively engaging in the sales process.

**Key Skills and Qualifications:**

1. **Communication Skills:** Exceptional verbal communication skills, especially over the phone, to effectively engage with potential customers.
2. **Sales Experience:** At least 2 year of experience in a similar tele-sales role, preferably in software sales.
3. **Customer Focus:** Ability to understand customer needs and tailor sales pitches accordingly.

**Additional Information:**

Gender Preference: Female candidate

Location: Govind Puri

All the best

Thanks & Regards,



Dr. Nivedita  
Head - Training and Placement Cell

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