

Title: Inside Sales Executive (Team Lead)**Location:** Mahape, Navi Mumbai (Work from Office)**Employment Type:** Full-Time Employee**Experience:** 2–4 Years**Company:** PibyThree Consulting Services Pvt. Ltd.**Website:** <http://pibythree.com>**About PibyThree**

πby3 (PibyThree) is a Cloud Transformation Company enabling enterprises to become future-ready. We are a nimble and highly dynamic organization driven by trust, ownership, and excellence. With deep technology expertise and years of experience, we help clients achieve optimized solutions with reduced cost and risk.

Role Overview

We are looking for a dynamic and results-oriented Inside Sales Executive (Team Lead level) to join our Sales team. The role focuses on driving revenue growth through inside sales activities while maintaining strong client relationships. The position requires 20–30% client travel for meetings and relationship building.

Key Responsibilities**Sales & Business Development**

- Generate new business opportunities through cold calling, email campaigns, LinkedIn outreach, and other prospecting methods
- Identify, qualify, and nurture leads by understanding customer IT requirements and pain points
- Build and manage a strong sales pipeline to achieve monthly and quarterly targets
- Present and demonstrate PibyThree's IT services and solutions to prospective clients
- Prepare proposals, quotations, and commercial offers
- Negotiate terms and close deals effectively

Client Relationship Management

- Build and maintain long-term relationships with new and existing clients
- Act as the primary point of contact for assigned accounts
- Conduct periodic client meetings (virtual and in-person)
- Ensure high customer satisfaction and identify upselling and cross-selling opportunities
- Coordinate with internal technical and delivery teams to address client requirements

Market Intelligence & Reporting

- Track industry trends, competitor activities, and market developments
- Maintain accurate sales records and activities in the CRM system
- Provide regular sales forecasts, reports, and performance updates
- Participate in sales strategy discussions and team meetings

Performance Targets & KPIs

Monthly Targets

- Revenue generation from closed deals
- New client acquisition: 3–5 accounts
- Lead generation: 30–50 qualified leads
- Sales outreach: 100–150 prospect touchpoints
- Client meetings: 8–12 (virtual/in-person)
- Proposal submissions: 10–15

Quarterly Targets

- Achieve assigned quarterly revenue targets
- Maintain 10x pipeline coverage
- Lead-to-opportunity conversion rate: 20–25%
- Client retention rate: 90%+
- Upselling/Cross-selling: 20% of revenue from existing clients

Required Qualifications & Skills

Education & Experience

- Bachelor's degree in Business, Marketing, IT, or a related field
- 2–4 years of inside sales experience (IT services / B2B technology preferred)
- Proven track record of achieving or exceeding sales targets

Skills & Competencies

- Strong communication, negotiation, and presentation skills
- Excellent relationship-building and client management abilities
- Self-motivated, result-driven, and target-oriented mindset
- Proficiency in CRM tools and MS Office
- Ability to work collaboratively with cross-functional teams