

Job Title	: Sales Development Representative (SDR)
Skill	: Exception English, attitude, Lead Generation
Minimum	: 0 to 3 years
Location	: Navi Mumbai
Company Name	: PibyThree Consulting Services Pvt Ltd Company
Website	: http://pibythree.com

About Us: Piby3 is a Cloud Transformation Company enabling Enterprises for Future. We are nimble, and highly dynamic focused team with a passion to serve our clients with utmost trust and ownership. Our expertise in Technology with vast experience over the years helps client get Solutions with optimized cost and reduced risks.

Job Role: We are seeking a motivated Business Development Representative to drive lead generation and client acquisition initiatives for our IT consulting services in the US market. This role focuses on identifying prospects, building relationships, and creating qualified opportunities with high closure rates.

Primary Duties:

Lead Generation & Prospecting

- Execute strategic outbound campaigns through phone calls, email outreach, and social media engagement
- Research and identify high-potential prospects using lead databases and LinkedIn networking
- Qualify incoming leads and assess their alignment with our service offerings
- Initiate meaningful conversations with potential clients to understand their business challenges
- Articulate the value proposition of our IT consulting solutions in client-focused terms
- Coordinate and schedule discovery calls and solution demonstrations for senior team members
- Maintain comprehensive prospect records and activity tracking in CRM systems
- Partner with Delivery, Marketing, and Pre-sales teams to ensure seamless prospect experience
- Provide regular updates on pipeline health and market feedback to leadership
- Achieve established targets for lead generation, meeting conversions, and pipeline development
- Continuously refine outreach strategies based on performance metrics and market insights

Candidate Requirements Experience & Background

- 0-3 years in outbound sales, lead development, or client services within BPO/KPO environments
- Demonstrated success in target-driven roles preferred Core Competencies
- Exceptional English communication skills, both verbal and written
- Strong relationship-building and consultative selling abilities
- Adaptability to work US business hours (night shift operations)
- Self-directed with strong organizational and time management skills Technical Knowledge
- Basic familiarity with IT services, software development, or business consulting advantageous
- Experience with CRM, Zoho, Zoom Info, Apollo etc preferred but not required
- Comfort with digital communication tools and sales technology

Personal Attributes

- Results-oriented mindset with strong goal achievement focus
- Resilient and persistent in face of challenges
- Collaborative team player with professional demeanor