



**Job Title: Executive – Inside Sales**  
**Company: Hazelnut Cyborg Infra Solutions Pvt. Ltd.**  
**Website: [www.hazelnutcyborg.com](http://www.hazelnutcyborg.com)**  
**Location: Gurugram**

## **About Us:**

**Hazelnut Cyborg Infra Solutions Pvt. Ltd.** is a leading name in IT hardware, networking, and surveillance solutions. We specialize in delivering tailored, cutting-edge technologies that empower businesses to thrive in today's competitive landscape. Join us to become part of an organization that values innovation, collaboration, and results-driven excellence.

## **Job Description:**

We are looking for a motivated and enthusiastic **Inside Sales (B2B)** to join our team. The ideal candidate will be responsible for generating leads, Tele sales, performing secondary research, and scheduling meetings with prospective clients.

## **Key Responsibilities:**

### **Lead Generation**

- Lead Generation by Outbound and Inbound calls
- Actively generate leads through calling, emailing, and online research.
- Work with the Business Development team to refine targeting strategies.
- Meet or exceed weekly/monthly lead generation targets and report progress to management.

### **Secondary Research**

- Conduct market research to identify potential clients, industry trends, and decision-makers within target companies.
- Use online platforms like LinkedIn, company websites, and industry databases to gather relevant information.
- Build and maintain a prospect database with accurate and updated details.

### **Tele Sales**

- Promote HCISPL's services via phone, highlighting value propositions and addressing client pain points.
- Convert interested leads into qualified sales meetings.



**Job Title: Executive – Inside Sales**  
**Company: Hazelnut Cyborg Infra Solutions Pvt. Ltd.**  
**Website: [www.hazelnutcyborg.com](http://www.hazelnutcyborg.com)**  
**Location: Gurugram**

- Maintain call logs, follow-up details, and lead status updates in the CRM.

### **Scheduling Meetings**

- Coordinate and schedule meetings between potential clients and the Business Development or Sales Managers.
- Ensure timely follow-ups and reminders are sent to both internal teams and prospects.
- Update calendars and keep detailed records of meeting outcomes for future reference.

### **Qualifications & Requirements:**

#### **Educational Qualifications:**

- Minimum Graduate in any discipline.

#### **Skills and Competencies:**

- Proven ability to close sales and generate revenue in a B2B environment.
- Strong understanding of IT hardware, networking, and surveillance solutions (preferred).
- Excellent communication, negotiation, and presentation skills.
- Ability to build and maintain strong client relationships.
- Proficiency in using CRM tools and Microsoft Office Suite.
- Self-motivated, goal-oriented, and a team player.

#### **Experience:**

- Prior experience in enterprise sales, business development, or a similar role is highly preferred.
- Freshers with exceptional communication and persuasion skills may also apply.



**Job Title: Executive – Inside Sales**  
**Company: Hazelnut Cyborg Infra Solutions Pvt. Ltd.**  
**Website: [www.hazelnutcyborg.com](http://www.hazelnutcyborg.com)**  
**Location: Gurugram**

### **What We Offer:**

- Opportunity to work in a fast-growing IT solutions company
- Learning and development support
- Friendly and collaborative work environment
- Attractive incentives based on performance

### **Job Type:**

- Full-Time
- Onsite

### **Join Us:**

If you're a driven professional with a passion for Inside sales and closing deals, **Hazelnut Cyborg Infra Solutions Pvt. Ltd.** is the perfect place for you.

### **How to Apply:**

Send your resume to **[hr@hazelnutcyborg.com](mailto:hr@hazelnutcyborg.com)** with the subject line "Application for Executive – Inside sales." Let's redefine the future of IT solutions together!