

Inside Sales & Business Development Executive

Industry: Healthcare

Experience: 2–3 Years

Education: MBA – Sales & Marketing / Relevant Specialization

Job Type: Full-Time

Process: B2B Inside Sales / Calling

Job Overview

We are looking for a confident and result-oriented Inside Sales & Business Development Executive to join our healthcare business. The role involves B2B sales through calls, developing relationships with prospective clients, generating business opportunities, and converting leads into customers.

The ideal candidate should have excellent communication skills, a strong sales orientation, and the ability to confidently handle business conversations over the phone.

Key Responsibilities

Make outbound calls to prospective B2B clients and generate business opportunities.

Handle inbound and outbound sales calls and understand customer requirements.

Present and explain healthcare products/services to prospective clients.

Identify decision-makers and build relationships with potential B2B customers.

Follow up regularly with leads and prospects to move them through the sales funnel.

Convert qualified leads into business opportunities and achieve sales targets.

Maintain regular communication with existing and prospective clients.

Understand client requirements and coordinate internally to provide appropriate solutions.

Maintain accurate records of calls, leads, follow-ups, and sales activities.

Conduct market research to identify potential business opportunities.

Achieve individual calling, lead conversion, and revenue targets.

Provide regular updates on lead status, conversions, and pipeline to the reporting manager.

Required Skills & Qualifications

MBA graduate, preferably in Sales & Marketing.

2–3 years of experience in Inside Sales, B2B Sales, Tele-sales, or Business Development.

Strong experience in handling sales calls and client conversations.

Excellent verbal and written communication skills.

Confident and persuasive communication style.

Strong follow-up and negotiation skills.

Ability to understand customer requirements and present suitable solutions.

Target-oriented with a strong drive to achieve sales results.

Good interpersonal and relationship-building skills.

Basic knowledge of CRM systems and MS Office will be an advantage.

Prior experience in the healthcare industry/process will be preferred.

What We Are Looking For

We are looking for someone who is:

Comfortable making a high volume of B2B sales calls.

Confident speaking with business owners, decision-makers, and corporate clients.

Comfortable working in a target-driven calling environment.

Proactive in generating and converting leads.

Strong in follow-ups and relationship management.

Presentable, professional, and customer-focused