



DEEP LOGICTECH INDIA PVT. LTD

Position: Inside Sales Rep
Site: Delhi, India
Reports to: Senior Company Executives

Deep LogicTech, is a fast growing global IT services company. We provide Software Development and Software Management services across the range of verticals from Healthcare, to Financial Institutions, to Technology to Transportation companies in the US, UK, and other countries.

We are currently looking for an appropriate individual for an Inside Sales Rep position for our offices in Delhi, India.

The role will require the candidate to have experience selling to US and UK customers.

The following are the skills required for this position:

- US and UK sales skills – Inside sales calls to find new opportunities to sell our software development services.
- US and UK customer management experience working remotely from India.
- Must have a prebuild contact list of Mid-size to Large customers you can call in US and UK for Software Development projects.
- We are NOT looking for eLance bidders or people with just experience bidding in small eLance or website development projects. Deep Logic works on large scale enterprise projects.
- Proven sales results, meeting sales targets.
- Aggressive sales drive, and a desire to succeed.
- Very good English language skills, with reduced accent – need to be able to communicate effectively with US clients.

Education

- B.A., B.Sc. etc.

Other Experience

- English language skills.
- Inside sales skills – calling US customers for inside sales.
- Ability to talk to clients in the US.



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Skills Questions

- (1) How many years of experience do you have with Software Solution sales?
- (2) List some large deals you found and closed for your previous clients.
- (3) How will you research and find new customers? Which Database will you use?
- (4) List your successful sales in UK
- (5) List your successful sales in US
- (6) Do you have a rolodex of customers you can approach in US and UK?
- (7) Please highlight your previous IT experience – which firm did you work for, what did you do etc.?
- (8) Please list your experience as an inside sales person working remotely with US customers.
- (9) Have you ever handled RFP responses for overseas customers?