

Job Profile: Account Growth Consultant (Location - Mohali)

Role Summary

The Account Growth Consultant plays a key role in building and sustaining a qualified sales pipeline through consistent outbound engagement. You will research and identify qualified leads, initiate contact with prospects, and set up appointments between the Right Party Contact and Account/Client personnel — ensuring smooth handoffs and follow-through at every stage.

Key Responsibilities

- **Lead Research & Pipeline Building:** Utilize time effectively to search data and build qualified contacts/leads as per parameters defined by the organization; perform effective research to build a continuous pipeline of qualified leads.
- **Outbound Prospecting:** Make multiple outbound calls to prospects; develop opportunities through market analysis, relationship-building, and by providing technical information and explanations to prospects.
- **Appointment Setting:** Ensure qualified appointments are set between the Right Party Contact and the Account/Client personnel.
- **Appointment Follow-Through:** Perform all necessary steps to ensure set-up appointments are completed — sending timely reminders via voicemail, email, and/or calls to relevant parties at appropriate times.
- **Continuous Improvement:** Constantly analyze and improve methods to increase conversations and conversions.
- **Training & Participation:** Actively participate in all organizational training and other initiatives.
- **Work Discipline:** Ensure hygiene and quality of work through punctuality and personal leave management.
- **Compliance:** Comply with all organizational policies and maintain integrity and adherence to the Organization's Code of Conduct.

Core Skills & Competencies

- **Aggressive & Adaptive Approach:** Must be aggressive, adaptive to market challenges, and driven to deliver on sales targets.
- **Computer Proficiency:** Highly proficient in computer skills, including MS Office applications.
- **Market Awareness:** Familiar with current market and technology trends.
- **Communication:** Excellent English written/verbal communication and convincing skills.
- **CRM Proficiency:** Working knowledge of CRM systems.
- **Innovative Thinking:** Constantly innovate and come up with new ideas to improve outreach and conversion methods.

Key Performance Indicators (KPIs)

- **Appointments Set:** Number of qualified appointments successfully scheduled between prospects and Account/Client personnel.
- **Appointment Completion Rate:** Percentage of set appointments that are successfully completed (via reminders/follow-through).
- **Lead Pipeline Volume:** Continuous flow of qualified leads built and maintained.
- **Conversation-to-Conversion Rate:** Improvement in conversion efficiency from outbound conversations.
- **Target Attainment:** Ability to hit or exceed monthly target for appointments or qualified leads.

Qualifications

- **Experience:** 2–6 years in inside sales or business development.
- Proficient in English (written and oral).
- Working knowledge of CRM.
- Strong working knowledge of MS Office applications.

What Will Make You an Ideal Fit?

- A self-starter who takes initiative and is excited about solving tough problems.
- An analytical thinker who views experimentation as an essential tool for growth.
- Excellent communication, teamwork, and interpersonal skills.
- Proven track record of hitting or exceeding monthly quotas for appointments or qualified leads.
- Strong written and verbal communication, and exceptional time management skills.

Company overview:

Founded in 2015, **Revvlocity** is a leading Demand Generation organization that helps sales executives get nearer to their revenue targets by providing 'Sales Qualified Leads' through our various sales solutions.

We are a trusted partner in this space and work with 20+ top global IT/Tech companies.

Some of our customers are - Wipro, Infosys, L&T, Mindtree, Persistent Systems, Roambee, Brillio, Mindteck, Obopay, SQS and likes of these.

The first mile of sales cycle is to identify prospects/markets, generate demand and nail a meeting, so that the sales team can generate an opportunity and convert it into a deal; we are great at covering the first mile and after – Our customers speak for us!

We are growing and have a high-performance culture and we move extremely fast. You will need to be both resilient and agile to succeed within our culture, but also be able to collaborate with the team and peers with compassion and fairness.

Key industries targeted:

1. Healthcare & Life Sciences
2. Manufacturing and Hi-Tech
3. BFSI
4. Retail & CPG
5. Telecom and new age media
6. Energy, Natural Resources & Utilities
7. Travel, Transportation, Hospitality & Logistics

Key domains targeted:

1. Modern IT Infrastructure
2. Product Engineering
3. BPS

Job Title: Inside Sales - Intern

Experience: Fresher

Job Location: Mohali

Job Description:

- Utilize time effectively to search data and build qualified contacts /leads as per the parameters defined by the organization. Perform effective and efficient research and build a continuous pipeline of qualified leads.
- Making multiple outbound calls to assigned clients. Develop opportunities by researching & market analysis, influencing and relationship-building skills, by providing technical information & explanations to the prospects.
- Ensure qualified appointment setting between the Right Party Contact and the Account/Client personnel.
- Perform all requisite steps necessary to ensure that the set-up appointment gets completed by sending timely reminders to both parties through either leaving voice-mails, sending emails and/or through calling the relevant people at appropriate times.
- Constantly analyze and improve methods to ensure increase in conversations and conversions.
- Actively participate in all organizational training and other initiatives.
- Ensure hygiene and quality of work through punctuality and personal leave management
- Comply with all organizational policies and maintain the highest levels of integrity and adherence to the Organization's Code of Conduct.
- Must be aggressive, adaptive to market challenges and deliver sales target.
- Highly proficient in computer skills including MS Office.
- Familiar with current market and technology trends.
- Excellent English written/ verbal communication and convincing skills required.

Must Have:

- Proficient in English Language (written and oral)
- Motivation for Sales.
- Constantly innovate and come up with new ideas.
- Strong working knowledge of MS Office applications.

What will make you an ideal fit?

- A self-starter who takes initiative and is excited about solving tough problems.
- An analytical thinker who views experimentation as an essential tool for growth.
- Excellent communication, teamwork and interpersonal skills.

Our values

Our core values are the pillars on which the organization rests. They are woven into everything we are and everything we do, and we expect our people to model them.

1. Being Persistent and consistent:

Know that the best way to achieve success is by being persistent and consistent at what you do.

2. Daily Improvement

Continuous improvement through daily focus on details. Make today better than yesterday, and tomorrow better than today

3. Be an owner, not a renter

Don't wait to be told what to do. Take responsibility for every crack in the house and fix it yourself

4. Learn to "Keep the main thing as the main thing"

Lead with 100% Transparency; 100% truth-talking. Fair and objective advancement with zero politics

5. Growth through Inclusion & Diversity

Consciously respectful of others with different thoughts, ideas, styles, languages and thoughts. Locally relevant, globally diverse, always kind

6. Untarnished Integrity

Always guided by our rock solid moral compass. We instinctively know what is right and wrong

Know more about Revvlocity

<https://revvlocity.com/about-us/>

<https://revvlocity.com/appointment-setting/>

<https://www.linkedin.com/company/revvlocity/>