

## Job Title: Inside Sales Executive

**Job Overview:** We are looking for an enthusiastic Inside Sales Executive to join our team and help us achieve our sales goals. The ideal candidate will be passionate about sales and have a deep understanding of the leather accessory market. As an Inside Sales Executive, you will be responsible for communicating with potential customers via phone and email to promote our leather accessory brand, and close sales.

## Responsibilities:

- Generate new leads and follow up on existing leads
- Build and maintain relationships with customers through regular communication
- Use product knowledge to showcase our leather accessory brand and promote sales
- Prepare and deliver sales presentations to potential customers
- Identify customer needs and offer appropriate product recommendations
- Negotiate prices and terms of sale to meet the needs of both the customer and the company
- Keep abreast of industry trends, competition, and new products.
- Meet and exceed sales targets

## Requirements:

- Proven experience as an Inside Sales Executive or similar role
- Excellent communication and interpersonal skills
- Ability to persuade and influence others
- Strong product knowledge and understanding of the leather accessory market
- Familiarity with CRM software and MS Office
- Results-driven and customer-focused
- Ability to work in a team environment

## Education and Qualifications:

- Bachelor's degree in Business, Sales, or a related field
- 2+ years of relevant sales experience in the leather accessory market

If you have any further questions, feel free to ask!