

WE ARE HIRING!

B2B OUTREACH EXECUTIVE

📍 Location: Dehradun, Uttarakhand (Work From Home)

🏠 Work Mode: Remote / WFH | 📁 Employment Type: Full-Time

OPEN FOR
CALLING



COMPENSATION



INTERNSHIP /
PROBATION PERIOD

₹10,000 / month



POST-INTERNSHIP
(ON CONFIRMATION)

₹20,000 / month
(In-hand)



PERFORMANCE
INCENTIVES

Up to ₹5,00,000
(5 Lakhs) per annum
based on target achievement.



ABOUT THE ROLE

We are looking for a proactive, results-driven B2B Outreach Executive to drive lead generation and client acquisition. In this role, you will be the first point of contact for prospective institutional clients, taking ownership of cold outreach, product presentations, and pipeline management.



If you thrive in a high-ownership environment, have experience in SaaS/Ed-Tech sales, and are motivated by high-earning potential through uncapped incentives, this role is for you.



KEY REQUIREMENTS & QUALIFICATIONS

- ✓ Education: MBA (or equivalent Master's degree) required.
- ✓ Relevant Experience: At least 1 year of B2B SaaS sales internship experience completed during your MBA.
- ✓ Calling Openness: Must be comfortable and confident with high-volume calling and proactive phone outreach.
- ✓ Domain Preference: Prior experience or strong familiarity with the Education or Ed-Tech sector is highly preferred.
- ✓ Communication Skills: Excellent verbal and written English communication skills with strong persuasive abilities.
- ✓ Sales Aptitude: Demonstrated ability to handle objections, build rapport quickly, and close prospects.



KEY RESPONSIBILITIES



Outbound Calling & Prospecting:

Execute high-volume outbound calling and email campaigns to identify and qualify decision-makers in target institutions.



End-to-End Sales Pipeline:

Manage the full outreach cycle—from initial contact and qualification to product demos and follow-ups.



Value Demonstration:

Effectively articulate the unique value proposition of our SaaS solutions to key stakeholders (directors, principals, and department heads).



Cross-Functional Coordination:

Collaborate with cross-functional teams to align client needs with product capabilities and ensure smooth onboarding.



CRM & Activity Tracking:

Maintain detailed records of calls, emails, and lead progression in our sales CRM system.



WORK ENVIRONMENT & CULTURE



High Ownership & Rewards:

Work autonomously with full accountability—where exceptional performance is rewarded with industry-leading incentives.



Collaborative & Dynamic:

Work closely with cross-functional teams in a flat, highly supportive organizational structure.



Regional Reach:

Unique exposure to identifying and partnering with educational institutions across multiple regions.