

Infosys Job Search – Remote Jobs – Job Alert For Sales Analyst

Hiring organization
Infosys

Job Location

India

Remote work from: IN; US; AU; NZ; HK; JP; KZ; MY; SG; TW; TH; UZ; VN; AT; BY; BE; DK; FR; DE; GR; NL; RU; ES; CH; UK; GB; DZ; KW; MA; QA; SA; MX; AE; CA; GT; DO

Date posted

March 26, 2024

Valid through

31.12.2024

(adsbygoogle = window.adsbygoogle || []).push({});

APPLY NOW

Base Salary

USD 25 - USD 37

Qualifications

Graduate, Post Graduate, Engineering

(adsbygoogle = window.adsbygoogle || []).push({});

(adsbygoogle = window.adsbygoogle || []).push({});

Employment Type

Full-time

Description

Infosys Recruitment 2024

About Infosys

Infosys is a global leader in consulting, technology, and outsourcing solutions. We empower clients in over 50 countries to navigate the ever-changing digital landscape and stay ahead of the curve. Our passionate team of over 200,000 innovators combines cutting-edge expertise with a commitment to collaboration to deliver breakthrough solutions that drive business transformation and long-term success. At Infosys, we believe in fostering a culture of continuous learning, diversity, and inclusion, where every individual has the opportunity to thrive and make a real impact.

Why Join Infosys as a Sales Analyst?

In this exciting remote role, you'll play a pivotal role in supporting Infosys' continued growth. As a Sales Analyst, you'll leverage your analytical prowess and data-driven approach to provide critical insights that fuel our sales engine. You'll collaborate closely with our sales team, diving deep into market trends, competitor analysis, and customer needs to identify and qualify leads, develop compelling sales proposals, and track key performance indicators (KPIs). This is your chance to be at the forefront of innovation, working alongside industry veterans and shaping the future of a global leader.

Position: Sales Analyst

Company: Infosys

Location: Remote

(adsbygoogle = window.adsbygoogle || []).push({});

Job Summary

We are seeking a highly motivated and analytical Sales Analyst to join our dynamic team. You'll be responsible for providing comprehensive sales support through in-depth market research, competitor analysis, and lead generation. You'll leverage your data analysis skills to generate reports and presentations that inform strategic decision-making, identify sales opportunities, and track progress towards achieving sales goals. As a key member of the sales team, you'll collaborate effectively with internal stakeholders and develop compelling sales proposals that resonate with our target audience.

Key Responsibilities

- Conduct in-depth market research to identify emerging trends, competitor landscape, and potential lead generation opportunities.
- Analyze customer data and sales pipeline to develop targeted strategies for lead nurturing and conversion.
- Create high-quality sales proposals and presentations that showcase the value proposition of Infosys' solutions.
- Track and report on key performance indicators (KPIs) to measure sales effectiveness and identify areas for improvement.
- Collaborate with the sales team to qualify leads, understand customer needs, and develop effective sales strategies.
- Maintain and update CRM systems with accurate customer data and sales activity information.
- Participate in sales training programs and stay up-to-date on industry best practices.

Required Skills and Qualifications

- Bachelor's degree in Business Administration, Marketing, Finance, or a related field (or equivalent experience).
- Strong analytical skills with proficiency in data analysis tools such as Excel or similar programs.
- Excellent communication and interpersonal skills, with the ability to collaborate effectively with a diverse team.
- Strong written and verbal communication skills to develop compelling sales proposals and presentations.
- Proficient in CRM software and comfortable working with data.
- Ability to work independently and manage multiple priorities in a fast-paced environment.
- A passion for sales and a strong desire to contribute to the success of a global organization.

Experience

This role is open to both recent graduates (freshers) and experienced professionals. For freshers, a strong academic background, relevant coursework, and a demonstrable interest in sales and data analysis will be highly valued. For experienced candidates, a minimum of 1-2 years of experience in a sales support or analyst role is preferred.

(adsbygoogle = window.adsbygoogle || []).push({});

If You Want to Get Notifications about Various Jobs, Join our Telegram Channel Now and Get notified Daily about the Latest Jobs



Why Join Infosys?

Infosys offers a dynamic and rewarding work environment where you can:

- **Make a Real Impact:** Be part of a global team driving innovation and shaping the future of technology solutions.
- **Continuous Learning:** Develop your skills and knowledge through comprehensive training programs, mentorship opportunities, and access to cutting-edge resources.
- **Work-Life Balance:** Enjoy a flexible work environment with remote work options and a healthy work-life balance.
- **Competitive Benefits:** Receive a comprehensive benefits package that includes health insurance, paid time off, and retirement savings plans.
- **Global Opportunities:** Explore potential career development opportunities across diverse industries and geographical locations.
- **Collaborative Culture:** Work alongside a supportive and collaborative team that values diversity and inclusion.

Application Process

To apply, please submit your resume and a cover letter outlining your qualifications and interest in the position.

Join Us and Make a Difference!

Are you ready to embark on a rewarding career at a global leader in technology solutions? If you're a highly motivated and analytical individual with a passion for sales, we encourage you to apply! We offer a dynamic work environment, unparalleled opportunities for growth, and the chance to make a real impact.

If You Want to Get Notification about Various Jobs, Join our WhatsApp Channel Now and Get notified Daily about Latest Jobs



Click to Join

Important Links

Find the Link in [Apply Now](#) Button

(adsbygoogle = window.adsbygoogle || []).push({});

(adsbygoogle = window.adsbygoogle || []).push({});