



<https://targetjob.govhelp.in/job/tcs-careers-jobs-free-job-alert-b2b-sales-specialist/>

## TCS Careers Jobs – Free Job Alert – B2B Sales Specialist

### 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

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### Base Salary

USD 22 - USD 32

### Qualifications

Graduate, Post Graduate Depends upon the Post you are Applying

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### Employment Type

Full-time, Work From Home

### Description

## TCS Recruitment 2024

### About Tata Consultancy Services (TCS)

Tata Consultancy Services (TCS) is a leading global IT services, consulting, and business solutions organization. We help large enterprises transform their businesses through the power of technology. With a focus on co-innovation, we work with clients to build, manage, and grow their businesses in the ever-changing world. TCS is known for its positive work culture, focus on employee development, and commitment to giving back to the community.

### Why Join TCS as a B2B Sales Specialist (Remote)?

In this exciting role, you'll play a pivotal role in driving growth for TCS by identifying and developing new business opportunities. You'll leverage your strong communication and relationship-building skills to connect with potential clients, understand their needs, and develop compelling solutions that address their challenges. This is a remote position, offering you the flexibility to work from anywhere while making a real impact on a global scale.

### The Position: B2B Sales Specialist (Remote)

**Company Name:** Tata Consultancy Services (TCS)

### Hiring organization

Tata Consultancy Services

### Date posted

March 26, 2024

### Valid through

31.12.2024

APPLY NOW

**Location:** Remote

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**Job Summary:**

As a B2B Sales Specialist at TCS, you'll be a core member of our dynamic sales team. You'll be responsible for prospecting for new leads, qualifying them, and developing strong relationships with potential clients. You'll work closely with internal stakeholders to understand our solutions and their value proposition, and then effectively communicate this value to generate sales opportunities. This role requires a blend of strategic thinking, strong communication skills, and a relentless drive to succeed.

**Key Responsibilities:**

- Develop and execute a prospecting plan to identify and qualify potential clients.
- Conduct in-depth research to understand client needs, challenges, and industry trends.
- Develop and deliver compelling presentations that highlight TCS's solutions and their value proposition.
- Build strong relationships with potential clients based on trust and mutual understanding.
- Manage and track sales activities through a CRM system.
- Participate in sales meetings and contribute to the development of sales strategies.
- Achieve and exceed assigned sales targets.

**Required Skills and Qualifications:**

- Bachelor's degree in Business Administration, Marketing, or a related field (or equivalent experience).
- Minimum 1-2 years of experience in B2B sales (or relevant experience for freshers).
- Proven track record of exceeding sales targets.
- Excellent communication and presentation skills.
- Strong analytical and problem-solving abilities.
- Ability to build strong relationships and rapport with clients.
- Excellent time management and organizational skills.
- Proficiency in Microsoft Office Suite (Word, Excel, PowerPoint).
- Experience with CRM systems is a plus.

**Experience:**

We welcome applications from both experienced B2B sales professionals and enthusiastic freshers. For experienced candidates, a proven track record of success in B2B sales is essential. For freshers, we look for individuals with strong communication, problem-solving, and relationship-building skills, along with a eagerness to learn and succeed in a fast-paced environment.

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### Why Join TCS?

TCS offers a dynamic and rewarding work environment where you can make a real difference. Here are just a few reasons to join our team:

- **Opportunity for Growth:** TCS is a global leader with a strong track record of growth. We offer our employees a wealth of opportunities to develop their skills and advance their careers.
- **Work with Cutting-Edge Technology:** You'll have the opportunity to work with some of the latest and greatest technologies in the industry.
- **Global Exposure:** TCS has a presence in over 50 countries. You may have the opportunity to work with colleagues from around the world.
- **Positive Work Culture:** TCS is known for its positive and collaborative work environment.
- **Competitive Benefits:** We offer a comprehensive benefits package that includes health insurance, paid time off, and retirement savings plans.

### Application Process:

To apply, please submit your resume and a cover letter that highlights your relevant skills and experience.

### Join Us and Make a Difference!

We are looking for passionate and driven individuals who are excited to join a world-class organization. If you are ready to take your career to the next level, we encourage you to apply!

### General Overview:

As a B2B Sales Specialist at TCS, you'll play a vital role in driving sales growth and helping us achieve our ambitious goals. This is a challenging and rewarding opportunity for individuals who are passionate about sales and eager to learn. We offer a competitive salary and benefits package, along with a positive work culture and the opportunity to work with cutting-edge technology. If you are a highly motivated and results-oriented individual, we encourage you to apply!

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