



<https://govhelp.in/job/blue-dart-recruitment-2023-free-job-alert-sales-development-representative-post/>

## Blue Dart Careers 2023 – Free Job Alert – Sales Development Representative Post

### Hiring organization

Blue Dart

### Job Location

India

Remote work from: Brazil

### Date posted

May 26, 2023

### Valid through

31.12.2023

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### Base Salary

USD. 9,000 - USD. 15,000

APPLY NOW

### Qualifications

12th Pass, Graduation.

### Employment Type

Full-time

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### Description

## Blue Dart Recruitment 2023

As a Sales Development Representative (SDR), you will play a crucial role in generating new business opportunities and qualifying leads for the sales team. Your primary responsibility will be to prospect and engage potential customers, build relationships, and qualify their interest and fit for our products or services. You will be the first point of contact for potential clients, showcasing our value proposition and setting the stage for successful sales conversions.

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### Blue Dart Jobs Near Me

### Responsibilities:

- Conduct research and identify potential leads through various sources, including online platforms, industry directories, and marketing campaigns.
- Engage with leads to assess their needs, pain points, and suitability for our products or services. Conduct discovery calls or meetings to gather relevant information and qualify prospects based on their budget, timeline, authority, and fit with our solutions.
- Build rapport and establish relationships with potential customers through effective communication and active listening.
- Develop a deep understanding of our products or services, their features, benefits, and competitive advantages.
- Collaborate closely with the sales team to ensure a seamless transition of

qualified leads.

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#### Blue Dart Careers

#### Qualifications:

- Bachelor's degree in business, marketing, or a related field (preferred).
- Proven experience as a Sales Development Representative or in a similar sales role.
- Strong communication and interpersonal skills.
- Excellent phone etiquette and active listening abilities.
- Persistence and resilience in handling objections and rejections.
- Results-oriented mindset with a focus on achieving targets.
- Familiarity with CRM systems and sales automation tools.

#### Important Links

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

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