

Lagozon

<https://www.lagozon.com/job/us-it-sales-b2b-sales/>

US IT sales – B2B Sales

Description

Lagozon is a leading technology service provider with experience in providing comprehensive portfolio of Consulting and Service Offerings in the niche technology area of Data Analytics, ERP and RPA solutions. Lagozon offers state-of-the-art solutions to Retail, Manufacturing, Logistics & Distribution, Telecom & Media, and BFSI Industry. With rich domain knowledge and technology expertise spanning across multiple platforms, Lagozon offers solutions that deliver quantifiable value in the form of revenue growth and better risk management. With multiple relationships built by delivering innovative solutions, Lagozon has become a trusted advisor for its customers globally. We are looking for Digital Marketing Executive for our Organization

Experience:

2-6 yrs

Roles and Responsibilities include but not limited to:

- 2-6 yrs. yearssales experience (preferably B2B), ideally with high-volume prospecting and outreach
- Experience in US IT Sales.
- Comfortable to work in night shifts.
- The Associate would be responsible for making enhanced outbound callsfollowing a diligent process towards converting leads
- Actively seek out new sales opportunitiesthrough cold calling, networking and social media.
- Intensely following up with the prospects and closing the sales within the sales cycle
- Diligently communicating and priming the lead through channelslike email, WhatsApp, SMS, calls
- Achieving the weekly targets in a performance driven competitive environment
- Scheduling direct meetings (in the US) for the Management with new clients through targeted outbound campaigns using telephone, email, and the web.
- Well-equipped in handling complete sales cycle from Lead Sourcing to Lead Closure

Skills/Abilities:

- Exceptional communicator and influencer who can deliversales pitch like a charm
- Confident and persevering risk-taker who thrivesin a high-performance high-growth environment
- Good Communication skills(Fluency in English)
- Preferred existing experience of working IT Companies

Contacts

Email : hr@lagozon.com

Mobile : +91 98105 15823

Hiring organization

Lagozon Technologies Pvt. Ltd

Job Location

Delhi – Mohan Co-operarative,
Mathura Road (Work from home)

Date posted

January 5, 2026