# **Job Description - Capability Advisors**

| **Type: FTC** | **Reports To: Sales Manager** | **Minimum Qualification: Graduate** |
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| **Working days: Mon-Fri** | **Location: Remote** | **Working Hours: 9:00 am - 6:30 pm** |

**About Yzerly**

Yzerly is a B2B communication training company serving clients throughout India. Our comprehensive services encompass spoken, written, and expressive communication skills. At Yzerly, we believe in delivering impact - whether at the client side or for our internal teams. We are headquartered in Bengaluru, however, our teams work across different parts of India. At Yzerly, we take pride in our clients - Indigo, Essar Power, Tata Elxsi, Piramal Pharma, Axis Bank, Puma, Federal Bank, Jade Global, Marico TVS Motors, Oberoi, The Leela Palace, IOLCP to name a few.

Whether it's in-person or virtual training, Yzerly empowers the workforce through effective learning and development initiatives. We also offer micro-learning, hyper-personalized video content carefully curated to enhance employees' communication skills, making it easier than ever to improve and excel.

**Job Responsibilities**

* Drive revenue generation for the business
* Preparing and presenting periodic budgets/sales forecasts to management Confident negotiator and ability to close the deal.
* Ensure Annual/Monthly/Weekly Sales targets are met as per the organization's goals
* Following up with the prospects and closing the sales within the sales cycle. Communicating and priming the lead through different channels
* Monitoring self-performance at all times while also contributing to the team
* performance.
* Keeping track of factors like conversion factor, Average revenue generated per lead, Average revenue per sale, etc.
* Provide effective after-sales support and services to customers.
* Compiling, analyzing, and interpreting sales data to produce reports on sales
* performance
* Onboarding & negotiating the terms of an agreement and closing sales.

**Tool knowledge**

* Working knowledge of Google Sheets and Word
* Working knowledge of formulas used in Google Sheets, not limited to countif, sum, average, pivot, bars, vlookup
* Working knowledge of CRM like HubSpot, Apollo, Sales Force etc.
* Working knowledge of video conferencing tools such as Teams, Zoom, Meet, Webex.

**Job Requirements**

● 0 to 15 years of experience in B2B sales.

● Graduate in any stream

● Good Communication skills

**Contact us to apply**

If this role interests you, please share your updated resume at [hr@yzerly.com](mailto:hr@yzerly.com) and make a mention your current net salary along with your expected salary, notice period, and reason for leaving your current organization.