



GREEN LIGHT  
PRODUCTION

# WE'RE ON THE LOOK-OUT FOR:

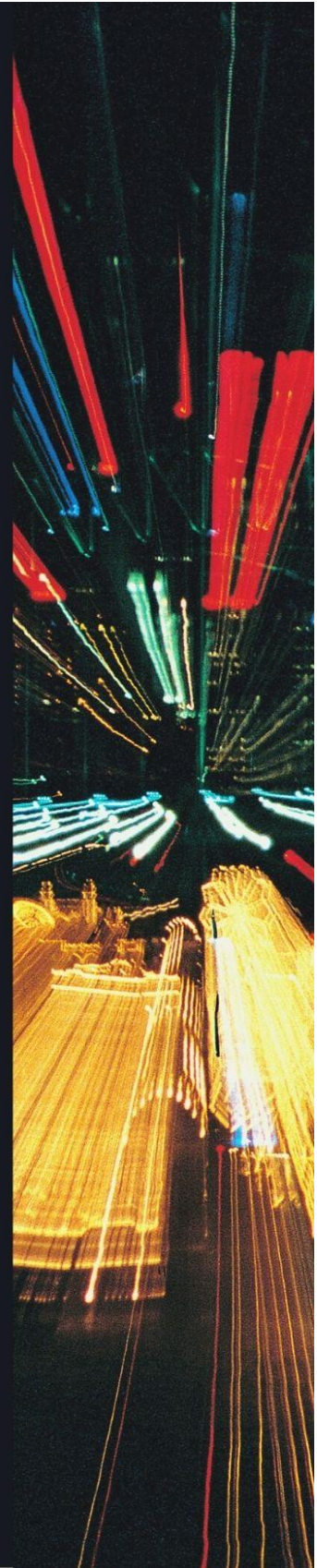
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Inside Sales Executive  
Location - Delhi  
Deadline - 1st May 2022

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At Green Light Productions we are always seeking to push boundaries and create ground-breaking art. If you want to join a team of like-minded, creative individuals, we want you on-board.

[Read our JD for more details.](#)



## About the Company

Green Light Productions is a leading technology company, creating student-friendly digital learning solutions and keeping pace with globalization and technology in education. We have been in the market for the last 4 years operating different verticals in PAN India.

## Company Info

Address - Plot 95B, Urmilla Business Park, GL Tower, Sector -136 Noida

**Inside Sales Executive: *Salary*** (As per market standards/candidate profile)  
*Green Light Productions*

## Job brief

We are looking for a competitive Inside Sales Executive to help us build up our business activities.

Your responsibilities include discovering and pursuing new sales prospects, negotiating deals, and maintaining customer satisfaction. If you have excellent communication skills and feel comfortable reaching out to potential customers to demonstrate our services and products through email and phone, we'd like to meet you.

Ultimately, you'll help us meet and surpass business expectations and contribute to our company's rapid and sustainable growth.

## Responsibilities

- Conduct market research to identify selling possibilities and evaluate customer needs
- Actively seek out new sales opportunities through cold calling, networking, and social media
- Set up meetings with potential clients and listen to their wishes and concerns
- Prepare and deliver appropriate presentations on products and services
- Create frequent reviews and reports with sales and financial data
- Ensure the availability of stock for sales and demonstrations
- Participate on behalf of the company in exhibitions or conferences
- Negotiate/close deals and handle complaints or objections
- Collaborate with team members to achieve better results
- Gather feedback from customers or prospects and share it with internal teams

### **Requirements and skills**

- Proven experience as a Sales Executive or relevant role
- Proficiency in English
- Excellent knowledge of MS Office
- Hands-on experience with CRM software is a plus
- Thorough understanding of marketing and negotiating techniques
- Fast learner and passion for sales
- Self-motivated with a results-driven approach
- Aptitude in delivering attractive presentations
- High school degree

### **Perks and Benefits**

Get a chance to work in a dynamic funded startup with a chance to grow, learn, and expand at a faster pace. 5 days work week, including national holidays. You will enjoy the working environment we have built to ensure organizational growth along with employee work satisfaction and professional development

**Apply here - [www.gl.com](http://www.gl.com)**

**Contact email - [hr@gl.com](mailto:hr@gl.com)**



NOW HIRING

# DO YOU HAVE WHAT IT TAKES TO LEAD?

WE ARE LOOKING FOR INDUSTRY  
LEADERS TO JOIN OUR TEAM!

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Responsible for leading our team, initiating new activities, overlooking operations, marketing, and other department. Ensuring meeting our growth charts.

**READ OUR JD FOR MORE DETAILS**

## **About the Company**

Speed is a leading 4 wheeler servicing company, the first of its type in India to build a customer-centric experience. We received our first round of funding last year, we are now looking to scale to every state in India by the end of the next financial year.

## **Company Info**

Address - Plot 96B, Urmilla Business Park, Speed Tower, Sector -136 Noida

## **CEO:**

*Speed Auto Co*

## **Job brief**

We are looking for an experienced Chief Executive Officer or CEO to supervise and control all strategic and business aspects of the company. You will be the first in command in the company and responsible for giving the proper strategic direction as well as creating a vision for success. To thrive as a CEO you must be a prudent manager and an inspiring leader. The ideal candidate will have a business mindset and will be able to see the “big picture” in a variety of settings. They will take action to enhance the company’s cash flow while keeping the human factor in perspective. The goal is to drive the company’s development and guide it towards long-term success.

## **Responsibilities**

- **Develop high-quality business strategies and plans ensuring their alignment with short-term and long-term objectives**
- **Lead and motivate subordinates to advance employee engagement develop a high performing managerial team**
- **Oversee all operations and business activities to ensure they produce the desired results and are consistent with the overall strategy and mission**
- **Make high-quality investing decisions to advance the business and increase profits**
- **Enforce adherence to legal guidelines and in-house policies to maintain the company’s legality and business ethics**

- Review financial and non-financial reports to devise solutions or improvements
- Build trust relations with key partners and stakeholders and act as a point of contact for important shareholders
- Analyze problematic situations and occurrences and provide solutions to ensure company survival and growth
- Maintain a deep knowledge of the markets and industry of the company

## Requirements

- Proven 4+ experience as CEO or in other managerial position
- Experience in developing profitable strategies and implementing the vision
- Strong understanding of corporate finance and performance management principles
- Familiarity with diverse business functions such as marketing, PR, finance, etc.
- In-depth knowledge of corporate governance and general management best practices
- An entrepreneurial mindset with outstanding organizational and leadership skills
- Analytical abilities and problem-solving skills
- Excellent communication and public speaking skills
- MSc/MBA in business administration or relevant field

## Perks and Benefits

Get a chance to be a part of our remarkable journey where you take the lead working in alignment with the board and our investors to build the next big automotive revolution.

**Apply here - [www.speedauto.com](http://www.speedauto.com)**

**Contact email - [hr@speedauto.com](mailto:hr@speedauto.com)**

