

<b>Position:</b>	Outbound Demand Generation Analyst
<b>Location:</b>	Hyderabad
<b>CTC:</b>	10 LPA
<b>About Zenoti:</b>	<p>Zenoti provides an all-in-one, cloud-based software solution for the beauty and wellness industry. Our solution allows users to seamlessly manage every aspect of the business in a comprehensive mobile solution: online appointment bookings, POS, CRM, employee management, inventory management, built-in marketing programs and more. Zenoti helps clients streamline their systems and reduce costs, while simultaneously improving customer retention and spending. Our platform is engineered for reliability and scale and harnesses the power of enterprise-level technology for businesses of all sizes.</p> <p>Zenoti powers more than 30,000 salons, spas, medspas and fitness studios in over 50 countries. This includes a vast portfolio of global brands, such as European Wax Center, Hand &amp; Stone, Massage Heights, Rush Hair &amp; Beauty, Sono Bello, Profile by Sanford, Hair Cuttery, CorePower Yoga and TONI&amp;GUY.</p> <p>Our recent accomplishments include surpassing a \$1 billion unicorn valuation, being named Next Tech Titan by GeekWire, raising an \$80 million investment from TPG, ranking as the 316th fastest-growing company in North America on Deloitte's 2020 Technology Fast 500™ and unveiling a <a href="#">new brand video</a>. We are also proud to be recognized as a Great Place to Work-Certified™ for 2021-2022 as this reaffirms our commitment to empowering people to feel good and find their greatness.</p> <p>To learn more about Zenoti visit: <a href="https://www.zenoti.com">https://www.zenoti.com</a>.</p>
<b>Experience:</b>	1-2 years in Sales (preferable B2B Sales).
<b>Job Overview - Scope:</b>	<ul style="list-style-type: none"> <li>• Understanding the needs and process pains of relevant Business Decision Makers to identify opportunities where Zenoti's software solution can add long-term value.</li> <li>• Identifying potential customers &amp; creating a database.</li> <li>• Handing off potential customers to an Account Manager with all relevant research information collected about the customer so that the Account Manager can work with the customer to bring them on board as a customer.</li> <li>• Being the primary expert of Zenoti's product offerings to help answer any initial questions a potential customer may have.</li> <li>• Meeting and exceeding monthly and quarterly targets, pipeline generation and activity-based targets.</li> </ul>
	This role is based out of Hyderabad & the hired candidates will need to come to office 5 days a week.
<b>LinkedIn:</b>	You can apply through the LinkedIn - <a href="#">Job Application for Analyst, Inside Sales at Zenoti (greenhouse.io)</a>
<p>To apply, the candidate can share their updated resume to <a href="mailto:abhilipsar@zenoti.com">abhilipsar@zenoti.com</a> via email  <b>(Please mention in subject line as Application source is from IBSAF)</b></p>	