



Job Summary:

Dynamic Dreamz is looking for a proactive and results-oriented **Outbound Sales Executive** to drive new business opportunities through outbound prospecting. The ideal candidate should have experience in IT services sales, excellent communication skills, and the ability to generate qualified leads from international markets.

Key Responsibilities :

- Generate qualified leads through cold calling, LinkedIn outreach, email campaigns, and other outbound channels.
- Research and identify potential clients across the US, UK, Europe, Australia, and other international markets.
- Qualify prospects and schedule meetings for the Business Development team.
- Build and maintain a healthy sales pipeline.
- Follow up with prospects to maximize conversion opportunities.
- Maintain accurate records in CRM and ensure timely updates.
- Work closely with the marketing and sales teams to improve lead generation strategies.
- Achieve monthly KPIs for lead generation, meetings booked, and pipeline growth.

Required Skills and Qualifications :

- 2–4 years of experience in Outbound Sales, Lead Generation, or IT Services Sales.
- Experience selling Web Development, Mobile Apps, eCommerce, SaaS, or Digital Marketing services.
- Strong understanding of B2B sales and outbound prospecting.
- Hands-on experience with LinkedIn Sales Navigator, CRM, and email outreach tools.
- Excellent verbal and written English communication.
- Self-driven, target-oriented, and eager to learn.
- Experience with Apollo, Instantly, Lemlist, HubSpot, Zoho CRM, or similar tools.
- Knowledge of international business culture and sales processes.

Work Location: Ahmedabad OR Surat (Onsite Only)

How to Apply:

- Email your resume to hr@dynamicdreamz.com.
- Use “Outbound Sales Executive Application – [Your Full Name]” as the subject line.

