



AGI INNOVATIONS MAKES360 PRIVATE LIMITED
1st Floor Block-3, Chandigarh Engineering Co, Landran,
Rupnagar, SAS Nagar (Mohali), Punjab - 140307, IN
info@makes360.com | www.makes360.com | CIN U62099PB2024PTC062040

Hiring – Tele Caller - Sales (In Office) – Female Only

Job Description:

We're seeking a confident, articulate, and customer-focused **Tele Caller - Sales** to join our Makes360 team at our Landran, Mohali office. In this role, you'll be the first point of contact for prospects—qualifying leads, scheduling meetings, and nurturing relationships over the phone. Your goal is to drive pipeline growth for our IT services and digital-marketing offerings through friendly, professional outreach.

Key Responsibilities:

- Conduct outbound calls to potential clients from provided lead lists.
- Qualify prospects by uncovering needs, budget, and decision-making timelines.
- Present Makes360's services (web development, ERP/CRM, digital marketing, automation) clearly and persuasively.
- Schedule appointments and demos for our Sales Executives.
- Follow up on email and call campaigns to maximize contact rates.
- Maintain accurate records of all call activities and lead statuses in CRM.
- Meet daily, weekly, and monthly call-to-lead conversion targets.
- Collaborate with sales and marketing teams to refine scripts, messaging, and offers.

Skills & Qualifications:

- ✓ Excellent verbal communication and active listening skills.
- ✓ Prior telecalling or B2B lead-generation experience (preferred).
- ✓ Comfortable working with CRM tools (e.g., Salesforce, HubSpot, our in-house CRM).
- ✓ Goal-driven, resilient, and able to handle objections positively.
- ✓ Strong organizational skills and attention to detail.
- ✓ Team player with a professional phone demeanor.
- ✓ Fluency in English and Hindi; Punjabi is a plus.

Perks & Benefits:

- Attractive performance-based incentives for scheduled meetings and qualified leads.

- Health insurance coverage.
- Opportunity for career growth within a fast-growing tech company.
- Hands-on training on CRM best practices and sales techniques.
- In-office team events and a supportive, collaborative environment.

Vision of Company:

At Makes360, our vision is to revolutionize digital transformation by empowering businesses, startups, and individuals with cutting-edge IT solutions that drive measurable growth and success. We aspire to be the most trusted and results-driven technology partner, helping our clients maximize their digital potential through innovative web development, ERP & CRM solutions, digital marketing, and business automation.

Mission of Company:

Our mission is to deliver cutting-edge web development, ERP, CRM, digital marketing, and automation solutions tailored to businesses and startups. We are committed to enhancing brand visibility, optimizing business processes, and ensuring measurable results through innovation, creativity, and customer-centric strategies. With our 30-day money-back guarantee, we aim to build trust, foster long-term partnerships, and accelerate business growth by 2600%.

Job Types: Full-time, Permanent

Pay: ₹2–3 LPA (INR) + Performance Incentives

Schedule: Day shift, Monday to Friday (In-office)

Work Location:

Landran, SAS Nagar (Mohali), Punjab 140307, India

Work Location: Landran, Mohali - In person

Please send your résumé to hr@makes360.com — we look forward to welcoming fresh talent to our team!

Tanu Shree

Human Resource

Makes360 | AGI Innovations Makes360 Pvt. Ltd.

☎ +91-91321 03210 (India)

✉ hr@makes360.com

🏢 Corporate Office:

No. 15, 1st Floor, Block-3

Chandigarh Engineering Co., Landran

Rupnagar, SAS Nagar (Mohali), Punjab 140307, India

CIN: U62099PB2024PTC062040

Website: www.makes360.com