

# **Jobs At Redefine:**

## **(Send CV to info@redefine.in)**

### **1) Conversation Specialist for the Delhi location**

#### Key Responsibilities

- Making outbound calls to potential customers and inviting them for events/webinars.
- Providing customers with information about the company's products and services.
- Sending invites through emails and proactively following up with customers for confirmations.
- Validating, generating, and managing database.
- Creating and submitting a daily call report to the Reporting Manager.

#### Skills & Qualifications

- Excellent communication skills in English (verbal and written)
- Ability to persuade and convince customers
- Strong organizational and time-management skills
- Ability to work independently and in a team environment
- Experience in telemarketing
- Graduate
- Experience: 0 to 3 Year

### **2) Client Services Associate - Location: Delhi**

#### Key Responsibilities

- Understand client briefs, objectives, and desired outcomes.
- Collaborate with teams to develop proposals meeting client requirements within timelines.
- Develop quotes, pitch proposals effectively to win business.
- Ensure seamless execution as per commitments through cross-team collaboration.
- Oversee timely invoicing and collections.

#### Skills & Qualifications

- 1 year of client servicing experience in events, digital marketing, or marketing agency.
- Strong grasp of BTL marketing and experience with events, digital, or lead gen agencies.
- Driven to achieve and exceed sales targets, grow business and client accounts.
- Excellent problem-solving, communication, and influencing abilities.
- Prior experience with tech clients is a plus.
- MBA/PGDM in Marketing or related field.
- Commitment to creating value, ownership mindset, and resilience.