

## **Job Title: Sales Development Representative (SDR) – SaaS (Paid Internship)**

*Location:* Perungudi, Chennai (Work from Office)

*Duration:* 3 Months

*Department:* Sales / Business Development

*Stipend:* ₹15,000 per month

*Conversion Opportunity:* Full-time role based on performance

## **About Us**

*Hectae Analytics* is a Platinum Implementation Partner for Freshworks, specializing in Freshdesk, Freshservice, and Freshsales implementations for global clients. We work closely with businesses to understand their needs and help them adopt SaaS solutions that improve efficiency, customer experience, and revenue growth.

We are looking for motivated *Sales Development Interns* who are eager to learn B2B SaaS sales through real-world exposure, structured training, and hands-on execution.

## **About the Internship**

This is a *training + evaluation internship* focused on SaaS sales development. Interns will gain complete exposure to the early stages of the B2B sales cycle, including prospecting, lead qualification, and client interaction, while working closely with experienced sales professionals.

## **Key Responsibilities**

- Identify and research potential B2B customers using LinkedIn, online tools, and databases
- Assist with outbound outreach via emails, calls, and LinkedIn messages
- Qualify inbound and outbound leads based on business needs and interest level
- Participate in discovery calls to understand customer pain points

- Collaborate with Account Executives and Implementation teams to hand over qualified opportunities
- Maintain and update lead data accurately in the CRM system (Freshsales)
- Learn to create personalized outreach strategies for different industries
- Track daily outreach activity and performance metrics
- Attend sales training sessions, product demos, and review meetings
- Stay updated on SaaS trends, Freshworks products, and customer use cases

## What You Will Learn

- Fundamentals of B2B SaaS sales and the complete sales funnel
- Hands-on experience with Freshworks tools (especially Freshsales CRM)
- Prospecting, cold outreach, and lead qualification techniques
- Understanding business workflows and customer requirements
- How sales and implementation teams collaborate in real client projects
- Professional communication and client-facing skills

## Who Can Apply

- Graduates or final-year students from any discipline (Business, Marketing, IT, CS preferred)
- Freshers or candidates with up to 1 year of experience
- Strong interest in sales, SaaS, and client-facing roles
- Good communication skills (verbal and written)
- Willing to work from office full-time in Chennai (5 days a week)
- Self-motivated, eager to learn, and open to feedback


## Internship Outcome

Interns who demonstrate strong performance, learning ability, and cultural fit will be considered for *full-time conversion as Sales Development Representatives* at Hectae Analytics. Upon confirmation, you will work directly on live accounts and revenue-generating opportunities.

If you're interested, please contact me using the details below.

## Contact Details

Preethika  [preethika@haass.io](mailto:preethika@haass.io)

 95000 15803

Hectae Analytics <https://haass.io/>

**Job Title: Sales Development Representative (SDR) - SAASS**

**Location:** Chennai

**About Us :** We are seeking a dynamic and results-driven **Sales Development Representative (SDR)** with minimum of 3 years experience to join our growing sales team. This is an exciting opportunity for a motivated sales professional who excels at prospecting, lead qualification, and driving the early stages of the sales cycle. In this role, you will be responsible for identifying potential clients, initiating contact, and building strong relationships to generate high-quality opportunities for the sales team. You will play a critical role in expanding our customer base and accelerating revenue growth in a fast-paced, target-driven environment.

**Key Responsibilities:**

- Proactively identify and engage with potential clients through outbound calls, emails, LinkedIn, and other channels
- Qualify inbound and outbound leads to determine fit and interest level
- Conduct initial discovery calls to understand customer needs and pain points
- Collaborate closely with Account Executives to hand off qualified opportunities
- Maintain a consistent pipeline of high-quality prospects and opportunities
- Research target accounts and prepare personalized outreach strategies
- Track all interactions and activities in the CRM system accurately and timely
- Meet or exceed monthly quotas for qualified opportunities and outreach activity
- Participate in regular sales meetings, trainings, and feedback sessions
- Stay up to date with industry trends, competitive landscape, and product updates
- Provide feedback to the marketing team on lead quality and campaign effectiveness
- Represent the company professionally in all communications with prospects

**Required Skills & Qualifications:**

- Proven experience (3+ years) in a Sales Development, Business Development, or Inside Sales role
- Strong prospecting and cold outreach skills (calls, emails, social selling)
- Familiarity with CRM tools and sales automation tools

- Excellent written and verbal communication skills
- Strong research and lead generation skills using tools like LinkedIn Sales Navigator
- Ability to qualify leads using structured sales methodologies
- Goal-oriented mindset with a drive to exceed targets and KPIs
- Ability to work independently as well as part of a collaborative team
- Strong time management and organizational skills
- High level of energy, enthusiasm, and resilience in a fast-paced environment
- Analytical mindset and ability to use data to optimize performance
- Experience in selling SaaS, IT services, or tech solutions is a plus
- Comfortable working with senior-level stakeholders and decision-makers

**Preferred Qualifications:**

- Bachelor's degree in any related field
- Familiarity with the B2B sales cycle and experience working with enterprise clients
- Experience using outbound sales platforms such as Outreach, Salesloft, or Apollo
- Understanding of lead scoring, pipeline metrics, and sales funnel management

## Internship Opportunity – Software Implementation Intern

Hello,

I'm Preethika from the HR team at *Hectae Analytics* (<https://haass.io/>).

We are currently looking for *Software Implementation Interns* with a *Computer Science / IT background* for a *3-month paid internship* at our Chennai office (Perungudi). This internship is designed to give you *complete exposure to real-world software implementation projects*.

### *Internship Details*

- Role: Software Implementation Intern (Freshworks)
- Duration: 3 Months
- Location: Perungudi, Chennai (Work from Office)
- Department: Implementation Engineers
- Stipend: ₹15,000 per month
- Conversion Opportunity: Full-time role based on performance

***About the Internship*** : This is a *training + evaluation internship* focused on software implementation. You will be *exposed to all aspects of implementation work*, including both technical and business-facing responsibilities.

*During the internship, you will be exposed to and trained in:*

- Core modules of Freshworks products (Freshdesk, Freshservice, Freshsales)
- Understanding client requirements and business workflows
- Configuring and customizing Freshworks tools
- Basics of ITSM, CRM, automation, and third-party integrations
- Hands-on workshops and shadowing experienced implementation engineers
- Real-world project exposure and understanding how businesses function

***Outcome*** Interns who demonstrate consistent performance and alignment will be considered for *full-time conversion as Implementation Engineers* at Hectae Analytics. Post-confirmation, you will work directly on client implementations and project rollouts.

### *Who Can Apply*

- Graduates or final-year students in Computer Science, IT, or related fields
- Freshers or candidates with up to 1 year of experience

- Strong interest in SaaS, software implementation, and client-facing roles
- Willing to work from office full-time in Chennai (5 days a week)

If you're interested, please contact me using the details below.

Contact Details Preethika  [preethika@haass.io](mailto:preethika@haass.io)  95000 15803

Regards, Preethika HR – Hectae Analytics <https://haass.io/>