SHELLKODE

AWS Advanced Tier Services Partner

Senior Inside Sales Representative

Bengaluru, India | Full-Time | In-Office

Location	Bengaluru — In-office
Reporting To	ISR Head / CBO
Experience	3–6 years
Industry	Cloud & AI Services (AWS)
Geography	India
Tools	Zoho CRM · Apollo.io · Klenty · LinkedIn Sales Navigator

ABOUT SHELLKODE

Shellkode is one of India's fastest-growing startups in the AWS ecosystem — an AWS Advanced Tier Services Partner with 400+ customers. We work across Cloud Migration, GenAI, Data Engineering, and Managed Services, helping companies modernise and scale on AWS.

THE ROLE

We are looking for a Senior ISR who combines strong outbound instincts with deep cloud sales experience. You will work closely with Shellkode's Account Managers, ISR Head, and CBO to build and convert pipeline across India. This is a high-ownership role — you are expected to drive your own pipeline end-to-end while maintaining impeccable process discipline.

WHAT YOU WILL DO

- Run high-volume multi-channel outbound — cold calls, email sequences, and LinkedIn — every day without being managed to do so
- Build targeted prospect lists in Apollo.io and execute structured cadences in Klenty
- Book qualified discovery meetings for Account Executives on Cloud Migration, GenAI/Bedrock, and Data use cases
- Maintain Zoho CRM with complete accuracy — every call, meeting, and deal stage updated same-day
- Submit daily activity trackers and contribute to weekly pipeline reviews with clean, current data
- Work closely with Shellkode AMs, ISR Head, and CBO to align outbound with account strategy

- Mentor Junior ISRs on outbound process, cold calling, and CRM hygiene

WHAT WE ARE LOOKING FOR

Must-have:

- 3–6 years of B2B inside sales experience at an AWS Partner, cloud reseller, or cloud-focused IT services company
- Partner ecosystem background — you have sold cloud services and understand how partner-led sales works
- Proven cold calling track record — volume, consistency, and meetings booked from outbound calls
- Strict CRM discipline — used a CRM daily in a previous role without being reminded; treated it as a personal standard
- Strong communication — confident and natural in English on the phone and in writing
- Process-first mindset — trackers, cadences, and reports are non-negotiable habits for you, not tasks

Good to have:

- Exposure to GenAI / Bedrock, Cloud Migration (MAP), or Data Engineering as solution areas
- Experience with LinkedIn Sales Navigator and multi-channel sequence tools
- Prior experience guiding or mentoring junior sales team members

INTERVIEW PROCESS

Round	With	Format
Round 1	HR	Screening call — background, experience, notice period
Round 2	Aswani (ISR Head)	Deep-dive interview + live cold call simulation
Round 3	Bala V (CBO)	Final round — culture, expectations, offer