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# Example of Inside Account Manager Job Description

Our growing company is searching for experienced candidates for the position of inside account manager. If you are looking for an exciting place to work, please take a look at the list of qualifications below.

## Responsibilities for inside account manager

* Develop and execute territory plan
* Achieve monthly call volumes and pipeline and revenue targets
* Work with partners to drive adoption and implement our solutions
* Evangelize, deliver information on programs, products via phone, email etc
* Must build and maintain product and industry knowledge
* Responsible for attending scheduled training sessions on new products, services, pricing, procedures
* The ability to thrive in a fast-paced results-oriented work environment
* Must have enthusiasm, excellent speaking voice and proven telephone skills
* Must be a team player who is a self-starter and can perform under pressure and with minimum supervision
* Success criteria for this position include consistent volume of telephone contacts, accuracy of information obtained, quality and volume of opportunities/appointments generated, and meeting quarterly and annual sales quotas

## Qualifications for inside account manager

* Proficient sales ability
* Knowledge of applicable technology, products, and services and ability to identify how these products and services align to customer/partner needs
* Ability to select and execute effective sales strategies and tactics in a differentiated manner to win the business
* 2 years of successful sales experience, telephone sales experience
* Must be able to work the hours required 1pm-9pm M-Th and Fri 10am-5pm OR 11am-7pm M-Th and Fri 10am-5pm
* Minimum 1-2 years Lead Generation or Inside Sales experience