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# Example of Inside Sales / Account Manager Job Description

Our innovative and growing company is looking to fill the role of inside sales / 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 sales / account manager

* Develop relationships with new prospects by following up on inbound leads and online evaluations
* Build and manage sales pipeline and report incoming business activity on a monthly and annual basis
* Partner closely with marketing team to develop a marketing strategy for lead generation through events the development of specialized marketing materials
* Urgently respond to/ engage new prospective customers under DDoS attack through our Security Operations Center (SOC)
* Create & manage sales funnel of new business opportunities in North American Military-Industrial Complex
* Accountability for driving sales growth to exceed expectations, including identification of success drivers and metrics to focus on increasing account volume, profit and penetration
* Monitoring performance-to-plan throughout the execution year and adjusting direction, focus and sales initiatives as needed to deliver sales quota commitments
* Providing sales forecasts at 95% accuracy to create visibility for all market owners on sales trends and actions to consistently exceed quota
* Understanding the unique IHS Jane’s solution sales cycle and challenges, including the strategies of competitors, and leveraging that knowledge to hone sales strategies
* Giving the highest priority to customer satisfaction by maintaining effective interpersonal relationships

## Qualifications for inside sales / account manager

* Strong acct management, territory management, time management
* High School diploma plus experience in sales
* Experience in Inside Sales or Technical Service (preferably in B2B)
* Must have a strong sales aptitude
* Knowledge of email marketing and social media
* Prospect within book of business