



# Example of Inside Sales Manager Job Description

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Our company is growing rapidly and is looking to fill the role of inside sales manager. Please review the list of responsibilities and qualifications. While this is our ideal list, we will consider candidates that do not necessarily have all of the qualifications, but have sufficient experience and talent.

## Responsibilities for inside sales manager

- Gain quick understanding of all the systems, processes and tools presented to her / him
- Leverages and records activities and data in CRM (Salesforce.com)
- Provide "on the ground" support for team members as they generate leads and sales
- Be able to understand, explain, and forecast sales results
- Selling and training in consultative way to increase customer value
- Recruits, identifies and trains sales team members
- Interview prospective talent
- Develop Reps into sales-ready candidates for future Account Manager positions
- Manage existing and grow new business by partnering with Client Solutions executives, Research Directors, and Business Development to deliver best-in-class proposals
- Interact with prospective ORC customers of all sizes and industry types via e-mail and phone to understand the business challenges these clients are seeking to solve, answer basic ORC service questions, identify the time frame and primary decision maker for the purchase, and develop rapport with clients before forwarding the created opportunities to the Sales team

## Qualifications for inside sales manager

- Preferably some experience in the food / meat industry - huge advantage
- Previous management experience leading a sales team and proven sales experience
- Proven success in an outbound call center sales environment
- Proven ability to build and maintain relationships and work collaboratively with partners to identify solutions and resolve problems
- Advanced degree required, Bachelors or Masters Degree or an equivalent combination of skills, training and experience