



Example of Inside Sales Manager Job Description

Powered by www.VelvetJobs.com

Our company is growing rapidly and is looking for an inside sales 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 manager

- Leads the Inside Sales team in following sales methodology and best practices, using Salesforce.com as a system of record
- Assesses skill sets and provide ongoing coaching and feedback to team members in order to meet objectives, reinforce sales methodology and provide guidance on career path direction
- Obtains weekly sales forecasts from each inside sales rep and prepare a management level revenue projection for the current month, quarter and year
- Lead, manage and motivate an inside sales team against aggressive targets
- Build, maintain and monitor call activity to ensure volume streams and revenue targets are met
- Compile sales progress reports on a weekly/monthly and end of year basis and proactively
- Direct management of the Channel Inside Sales Team
- Provide a quarterly forecast of revenue and expenses
- Address major customer issues directly with all areas of the organization
- Act as liaison between customer service team and DeWitt to address issues affecting work flow and procedures

Qualifications for inside sales manager

- Approximately 3-5 years in sales and account management experience with a proven track record of territory management and exceptional client relations
- Experience in leadership positions and strong leadership skills

- Passionate about the internet and the e-commerce, with internet experience and innovation thinking
- Bachelor's degree preferred in Business, Marketing or other related field
- Assertive, yet consultative and results oriented with a contagious competitive attitude