



# Example of Inside Sales Manager Job Description

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Our company is growing rapidly and is hiring for an inside sales manager. We appreciate you taking the time to review the list of qualifications and to apply for the position. If you don't fill all of the qualifications, you may still be considered depending on your level of experience.

## Responsibilities for inside sales manager

- Liaison with Order Entry Department to handle special invoicing requests and issues
- The ability to coach team members to improve sales techniques and exceed all goals
- Own specific accounts/locations as assigned (ie
- Disciplined internal reporting of projects and other business activities through Salesforce.com
- Accomplish sales objectives by training and coaching your team
- Works the sales counter to serve in-store customers
- Manage a team of up to 10 experienced sales professionals
- Meet or exceed Birch Cloud Services sales/revenue targets
- Insure timely and accurate reporting of sales results
- Insure that the Birch Sales Professionals are coached to exceeding their individual quota

## Qualifications for inside sales manager

- Trains, mentors, coaches, and supervises inside sales staff
- Understanding of modern data center infrastructure (experience in related technical field will be considered – training provided, fast learning and ultimate mastery of technology is a must)
- Promote results of teams

- Ensure telemarketing reps meet metric requirements
- Ensure the lowest performers are being coached for improvement