



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. 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

- Promotes maximum participation in the contractor program
- Monitors and maintains sales goals and projections
- Develops and manages the distribution footprint and personnel to achieve sales goals
- Works closely with distributor branches on the management of sales, service, and warranties
- The Inside Sales Manager focuses leading, managing, and supporting the Inside Sales team on growing SWA corporate account base through effective, consultative cold calling, qualifying, managing lead generation strategies, and relationship ownership for mid-sized accounts (SME, Government, Universities,) and supporting the National Account Manager portfolio
- The primary responsibilities for this team will be to grow SWA market share and incremental business with companies throughout the domestic U.S. and near International
- They are responsible for proactively creating, negotiating, and executing corporate travel partnerships and working cross-functionally to secure, communicate, and execute customized promotional offers with limited supervision
- Own and hit/exceed annual sales targets within assigned territory and accounts
- Develop and execute strategic plans to achieve sales targets and to expand the company's customer base

Qualifications for inside sales manager

- Keeping abreast of new “tel/Web” technologies, ensure that organization meets “showcase” and “best of breed” standards
- Liaison with Senior Management to ensure qualitative and quantitative objectives are met
- Ability to work with senior management team members and affect good working relationships among departments
- Sets sales priorities and establishing these as the focus of individual or sales team activities
- Good work ethic and willingness to learn and be challenged, self-driven and motivated
- Experience within STM information space is helpful