



Position: Inside Sales Manager- Customer Lead Generation

Year of experience: 4+ Years

Job Description:

The Inside Sales Manager – Customer Lead Generation is the back bone of our channel centric business and we are looking for an energetic individual to work closely with our Sales team to grow our sales pipelines globally. We are seeking an experienced Inside Sales Manager to join our Inside Sales team. The successful candidate will be one who is looking to focus their career on driving the growth plans of our company through the sales activities leading to new sales qualified leads of potential retail organizations through the offer of our Omnichannel Retail solutions to the global market. The ideal candidate should be resilient, eager and able to manage day to day activities leading to the delivery of company defined monthly sales metrics.

Your Responsibilities:

- Responding to inbound sales enquiries received from our website and internal marketing campaigns
- Provide clear visibility on productivity by updating and recording daily activities in our in house managed CRM system, Salesforce
- Pro-actively seek new contacts, suspects and ultimately sales qualified leads of potential organizations to position our solutions for sale
- Ability to recognise and target the ideal customer profile and pitch the company's value proposition with professionalism, clarity and passion
- Work with our Channel Sales Managers to help drive and increase their prospective sales pipelines and engage in the entire sales process from lead acquisition to sign up and closure
- Without a doubt set high expectations by delivering a stellar first impression to our prospective customer companies
- Ability to evangelize the iVend Retail platform with the view to generate further interest

What is expected of you?

- Prior inside sales experience a MUST
- Excellent written and verbal communication skills
- Ability to manage time well with the added skill of knowing which activities to priorities in order to achieve positive results
- Comfortable working outside normal business hours to accommodate international time zones
- Experience working towards predefined KRA's and KPI's
- Strong desire to meet and exceed company defined expectations
- A hunter with a can do attitude
- High energy and ability to take initiative

Qualifications required:

- Bachelor's Degree from an accredited University
- 4+ years' experience working in the role of an Inside Sales Representative in a corporate office is a must
- Experience and a strong understanding of the Retail Industry would be advantageous
- Prior experience working in a global technology company would also be desired.