



<https://www.premierpersonnelgroup.com/find-a-job/inside-sales-manager/>

Inside Sales Manager

Description

Are you a leader? Are you someone who can inspire others to succeed? Are you a positive person looking for a position where you can make a difference? If so, we have the position for you.

We are the largest home energy service and delivery company in the United States and we are seeking an Inside Sales Supervisor to join our team!

We are looking for a hard-working leader to supervise a team of Inside Sales Representatives. The successful candidate must possess strong communication, interpersonal and motivational skills. We need a take-charge individual who can drive their team to success.

Responsibilities

- Supervise a team of Inside Sales Representatives to motivate, mentor and ensure the highest level of performance and goal achievement
- Conduct one-on-one reviews with all Inside Sales Representatives to enhance communications, understand training and developmental needs, and provide insight for the improvement of sales performance
- Work with Team Leaders to improve Inside Sales Representative performance and drive results
- Being a leader to your team inspiring the level of excellence on every call that every customer deserves
- Foster a competitive spirit amongst the team
- Coordinate activities with Regional Sales Managers, Marketing and other field resources to achieve goals

Qualifications

- Proven supervisory experience
- Must possess strong decision-making and accountability skills
- Knowledgeable of best practices within a service-oriented sales environment
- 2+ years of experience within a call center strongly preferred
- Demonstrated ability to achieve sales goals through the management of individual performance objectives
- Must be comfortable in a sales environment and possess the ability to overcome objections
- Strong training and presentation skills
- Must be effective while working both individually and as part of a team
- Ability to multi-task in a fast-paced environment
- Proficiency in MS Word & Excel
- BS Degree a plus

Job Benefits

- Medical coverage

Hiring organization

Premier Personnel Group

Employment Type

Full-time

Beginning of employment

ASAP

Duration of employment

Full Time

Industry

Home Heating

Job Location

South Plainfield

Base Salary

\$ 75k - \$ 85k

Working Hours

m-f 11am to 8pm

- Dental coverage
- 401(k)

Plus more