

Inside Sales Manager

Location: USA-AZ-PHX

Company Background

Working at LMI360 gives you the rare opportunity to make a difference and feel valued, respected and supported, both personally and professionally. You'll find the ideal blend of a casual, fun, friendly atmosphere with a strong commitment to the company's success.

We are a business-to-business outsourced sales and marketing agency targeting commercial facilities and property management service providers. Our reputation for excellence is built on working with the top service providers and providing a people-centered workplace and strong ethics.

Position Summary

The primary focus of the Manager, Inside Sales is to increase and manage the inside sales team. This position will be responsible for maintaining/growing business with established customers and developing business with new customers. Account management and people management skills are a must.

Responsibilities:

- Effectively implement sales strategies and marketing programs within the Inside Sales Organization to sell into the Facilities and Property Management Marketplace, Corporate, Global, and Government accounts.
- Develop customer relationships and sales activity to build and optimize results.
- Schedule and manage the activities of inside sales reps.

The Ideal Candidate:

- Experience in the Call Center Market and or Headset Industry is a real plus.
- This person should also possess the ability to do consultative selling.
- Candidate should also have high ethical standards and integrity.
- Ability to work independently in LMI offices and also out of a home office is important.

Basic Qualifications:

- BS/BA degree and 5-years' experience or 8 to 10-years' experience.
- Skills using the PC, including software such as Word, Excel, Outlook and PowerPoint, Salesforce.com.

PT and FT positions available.

If you are excited at the prospect of growing with our expanding business that supports commercial service & technology providers expand their market presence, please submit your resume to carol.bartz@lmi360.com.

Thank you for considering LMI360, a locally owned and operated company as your career path
- www.lmi360.com.