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**JOB DESCRIPTION: Inside Sales Manager**

**MAIN PURPOSE OF THE ROLE:**

The Inside Sales Manager is charged with supporting customers and Regional Sales Managers through timely, consistent, and accurate communication regarding any interactions throughout the lead to post-sales process.

**KEY ASPECTS AND RESPONSIBILITIES OF THE ROLE**

* Will manage and track through closure all sales leads. This includes direct contact with prospects and working with the field sales force; RSMs, BDMs and IMRs.
* Handle pre-sales contact and product inquiries and create system configurations
* Create Opportunities and Quotes and follow up on behalf of the field sales team
* Will synchronize Independent Manufacturer Rep opportunities and leads with tvONE sales territories and RSMs
* Drive CRM usage in NetSuite by capturing communication, scheduling follow-up meetings, and assigning RSM tasks. Will report on assigned tasks and scheduled events in Weekly Sales Meetings
* Extensive outbound and inbound telephone support for pre- and post-sales inquiries and follow up.
* Create, track and close large systems opportunities in collaboration with field sales team
* Assist with large project development opportunities worldwide as needed.
* Provide weekly simple activity reports summary Outbound: calls/opportunities/quotes and Inbound: calls/emails

**KNOWLEDGE AND SKILL REQUIREMENTS:**

* Bachelor's degree or equivalent in a technology field such as video production, theatrical stage production, IT services, electrical engineering, or related field.
* Must have excellent phone communication skills
* Must be able to demonstrate exceptional customer care
* CTS certification a significant advantage

**LANGUAGE AND** **MATHEMATICAL SKILLS**

* Demonstrated knowledge of sales and marketing techniques and financial principles**.**
* Aptitude for use of various common software. NetSuite and MS Office is essential
* Ability to read, analyze, and interpret common scientific and technical journals, financial reports, and legal documents
* Ability to respond to common inquiries or complaints from customers, regulatory agencies, or members of the business community
* Ability to effectively present information to top management, public groups and/or boards of directors.

**COMPENSATION AND BENEFITS:**

* Competitive Salary
* Location – Cincinnati, OH – No relocation expenses offered
* Hours: M-F, 8-5 as standard operating hours.
* Travel: up to 15%

If you think this might be the opportunity for you, please email your resume to jobs@tvone.com