

AccelOps Job Description: Inside Sales Manager

AccelOps is a well-funded, Silicon Valley software company bringing to market a solution that will radically accelerate data center and IT service management results. We are actively seeking an energetic, proven and wealth-driven salesperson for the role of: Inside Sales Manager.

For those inside sales mavens who have enterprise software, IT management and security telesales experience and thrive in an entrepreneurial, dynamic work environment, this role offers tremendous personal financial growth and career building potential.

This inside sales position, leveraging existing sales tools and marketing programs, must be able to efficiently prospect, rapidly qualify and consistently convert leads to sales opportunities directly, with account executives and through the channel.

Candidates should have a successful track record of achieving prospecting and sales targets - utilizing and advancing a team-selling methodology. With results, this individual will have the potential to build and develop an inside sales team.

Strong consideration will be given to candidates with related product category acumen that can demonstrate exceeding telesales objectives and growing a territory through outbound call tenacity, personal contacts, referrals and channel development.

QUALIFICATIONS

- Bachelors degree
- 3 or more years of inside sales experience and at least 2 years with the same firm selling networking, security or IT management solutions
- Proven history of exceeding call/connect rates, lead targets and sales quota with a requirement for a \$100K plus income
- Can learn and convey business benefits and technical functionality across C-level, IT management and business partner audiences
- Effective sales calling and writing with the ability to handle inquiries, capture needs, maintain correspondence, build relationships, as well as transition leads or close sales
- Referenceable customers, managers and peers
- No constraints to work full-time and 100% on-site in Santa Clara office

SUCCESS FACTORS

- Assertive, self-motivated, resourceful, ethical, and accountable
- Able to manage own schedule, work independently and support a team sales methodology
- A start-up participant where opinions are valued and expressed
- Organized, methodical, detail-oriented and salesforce.com proficient
- Able to develop and be measured by a detailed call, connection, lead and sales work plan

AccelOps is an equal-opportunity employer offering a competitive base and commission structure, 401(k) plan, paid holidays and vacation, in addition to health benefits.

If you meet our qualifications, please send your resume in word.doc format to info@accelops.net.
Principals only - search firms need not respond.