

Inside Sales Account Manager (ISAM) – Minneapolis, MN

InterDyn BMI, A Columbus Company has been effectively combining traditional Microsoft products with Microsoft Business Solutions software to provide flexible, innovative and fully integrated solutions since 1985, InterDyn BMI helps small to large organizations manage installations and software applications in a timely and cost-effective manner. Our world-class consulting team includes industry specialists that have experience implementing vertical solutions as well as many ongoing services to meet our clients' specific requirements.

The **Inside Sales Account Manager (ISAM)** handles a portfolio of assigned customers, develop new business from existing clients and actively seek new opportunities. No travel is expected as the job demands physical presence at our office in Minneapolis 5 days a week.

The ISAM reports to the Inside Sales Manager. The team of ISAM's is expected to manage the vast majority of our clients by calling or mailing on a frequent basis to retain and find new business. Thus, each ISAM is expected to manage up to 300 accounts.

Responsibilities of this Inside Sales Account Manager (ISAM) include:

- Operates as lead point of contact for all matters specific to customer account management.
- Maintain some level of customer relationship by regular communication with the base of customers.
- Negotiate contracts and close agreements to maximize profit.
- Communicate clearly the progress on weekly and monthly initiatives to the sales manager.
- Develop new business with existing clients and/or identify areas of improvement to exceed sales quotas.
- Forecast and track key account metrics (e.g. monthly sales results).
- Prepare reports an account status.
- Identify and grow opportunities within territory and collaborate with business development reps to ensure growth attainment.
- Assist with high severity requests or issue escalations as needed.
- This position will be working out of our Minneapolis Office and presence 5 days a week is expected.

Desired Skills and Experience

- Proven work experience as an inside sales account manager, business development rep, account manager or other relevant experience
- Demonstrable ability to communicate, present and influence credible and effectively at all levels of the organization, including executive and C-level
- Solid experience with Microsoft CRM
- Experience in delivering client-focused solutions based on customer needs

INTERDYN BMI

A Columbus Company

- Proven ability to manage multiple account management projects at a time while paying strict attention to detail
- Excellent listening, negotiation and presentation skills
- Excellent verbal and written communications skills
- Demonstrates high personal energy and self-management
- The work will be done out of our office in Minneapolis and presence 5 days a week is expected

What we offer:

Our mission is to enhance the lives of employees and customers by working together to provide quality business solutions. This is a full-time position with an excellent compensation and benefits package, a flexible work environment, and a culture that encourages collaboration and a healthy balance of life and work. In InterDyn BMI you will have great career and growth opportunities in a growing organization that is part of an international consultancy with subsidiaries all over US and Europe.

Location:

This position will be working out of our Minneapolis Office and presence 5 days a week is expected.

How to apply:

If you are excited about joining InterDyn BMI in a relaxed yet challenging work environment, please apply via our LinkedIn posting at: <https://www.linkedin.com/jobs/view/409489492/>