

Inside Sales Manager – 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.

As the **Inside Sales Manager**, you will oversee the inside sales team, consisting of Business Development Representatives and Inside Sales Account Managers. This is a new position and the Inside Sales Manager is expected to hire a team and build up to the size of 5-6 employees by the end of 2017. The Inside Sales Manager reports to the President and VP of sales.

Responsibilities of this Inside Sales Manager include:

- Coaching, inspiring and motivating the inside sales team
- Setting and tracking sales targets for the team
- Sales training, development and performance management
- Suggesting and implementing improvements in the sales administration process
- Report on sales metrics and suggest improvements
- Prepare monthly sales forecasts and other regular reporting to directors
- Disciplined use of CRM, communication and customer management
- Ensure sales, finance and legal policies and procedures are met
- Build an open-communication environment for the team
- Handling customer complaints and enquiries
- Monitoring random calls for quality assurance

Desired Skills and Experience

- 2+ Sales or Marketing experience.
- Proven work experience as an Inside Sales Manager (that's a plus)
- In depth understanding of the sales administration process
- Strong interpersonal and team management skills
- Strong analytical and organizational skills
- Experience with CRM
- Experience in selling Microsoft Dynamics solutions (pluse)
- Process and detail oriented
- Ability to motivate team while staying firm on KPI and objectives
- Highly self-motivated
- The work will be done out of our office near 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 with a sales team located out of our Minneapolis Office; therefore, this person must have a presence in the office 5 days a week.

How to apply:

If you are excited about joining InterDyn BMI in a relaxed yet challenging work environment, please email your resume to: careers@interdynbmi.com with the subject title "Inside Sales Manager".

Key words: MS Sales, Sales, Business Development , Microsoft Dynamics , CRM , Dynamics CRM , sales metrics , key performance indicators , KPI , calls , targets ,