



Boplan United States – Inside Sales Working Team Manager (Flowery Branch, GA)

Inside Sales Working Manager

We are seeking an experienced and results-driven **Inside Sales Working Manager** to lead, coach, and contribute as a hands-on sales leader. This role is a hybrid of leadership and direct sales, requiring a strong ability to drive performance, manage a team, and personally contribute to revenue growth. The ideal candidate thrives in a fast-paced environment, demonstrates a proactive sales approach, and is skilled at both strategic leadership and tactical execution.

Key Responsibilities

Sales Leadership & Team Management

- Lead, mentor, and develop an inside sales team to achieve and exceed sales targets.
- Set clear performance expectations and provide ongoing coaching, feedback, and training.
- Monitor key sales metrics, pipeline activity, and conversion rates to optimize performance.
- Implement and refine sales processes to drive efficiency and effectiveness.

Hands-On Sales Execution

- Personally manage a portfolio of key accounts and drive revenue through direct sales efforts.
- Identify and pursue new business opportunities, including prospecting, lead generation, and relationship building.
- Conduct product presentations, demos, and negotiations to close deals.
- Collaborate with marketing to refine messaging, campaigns, and lead nurturing strategies.

Process & Strategy Development

- Develop and refine the inside sales strategy to align with company goals.
- Utilize CRM tools to track and report on sales activity, pipeline health, and forecast accuracy.
- Work closely with cross-functional teams, including field sales, marketing, and operations, to ensure a seamless customer experience.
- Stay up-to-date with industry trends and competitor insights to maintain a competitive edge.

Qualifications:

- **5+ years of experience** in inside sales, with at least **2+ years in a leadership role**.
- Proven track record of **achieving and exceeding sales quotas** in a B2B environment.
- Strong ability to **coach, mentor, and develop** sales professionals.

- Hands-on experience with **CRM systems (e.g., Salesforce, HubSpot)** and sales automation tools.
- Excellent **communication, negotiation, and relationship-building skills**.
- High energy, results-driven, and a passion for driving team success.
- Ability to **balance strategic thinking with tactical execution**.

Benefits:

- **A competitive base + Bonus**
- **Outstanding Benefits** - including low deductible Medical, HSA, dental, vision and life. 401K with match. PTO (vacation, sick and personal time)
- **Professional growth** - Our company plans for fast growth and as such, your proven results will give you opportunities for advancement.
- **A highly varied job** - Although we are a global company, we foster a small company feel where team members are encouraged to take charge and results are noticed.
- **The opportunity to make a difference** - Our products make industrial environments safer than ever before. Our vision? Our legacy is a safer world. You will help make this happen.

<https://www.boplan.com/en-us>