



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

### Inside Sales Working Manager

#### Our company

**Boplan®** is a Belgian company that has been developing and producing innovative, sustainable safety solutions for industrial environments and sports events for more than 25 years. Boplan operates in more than 80 countries to protect people, vehicles, buildings and infrastructure worldwide, in industries such as logistics, manufacturing, (petro)chemicals, cold storage and airports.

Our mission is to create the safest industrial workplaces in the world.

With 280 employees, 10 sales offices in Europe, North America and Japan, and a network of 50 distributors, Boplan offers complete safety solutions that meet the strictest international standards. Our products and technologies are recognized worldwide as the benchmark for industrial safety.

At Boplan, safety goes well beyond our products: we deliver integrated solutions that protect lives, prevent damage and increase productivity. With innovation, design and sustainability as our core values, we set the standard for safe workplaces and sports facilities worldwide.

Boplan fosters a dynamic culture where a no-nonsense attitude meets enthusiasm and a drive for innovation.

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:

- Must be 21 years or older
- **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.