



Job Title: Inside Sales Manager
Supervisor: National Director of Sales
Supervises: Team of Business Development Advisors
Position Type: Full Time
Location: Fairfield, CT
Date Posted: 02/17/16

Overview/Job Description:

Foundation Source is seeking an Inside Sales Manager (ISM) to lead an energetic team of Business Development Advisors (BDAs) as well as be an individual contributor as part of the inside sales team.

The ISM will be responsible for training, coaching and motivating the inside sales professionals to exceed their individual and team sales objectives through lead follow-up and prospecting, strong discovery, and presentation of Foundation Source services. The ISM will identify areas of improvement for the team's performance to maximize attainment of sales targets.

The successful candidate will have an entrepreneurial spirit that is demonstrated through his/her track record of achievement, proven ability to learn quickly on the job and effectively manage a team.

Essential Functions:

- Manage a team of BDAs
- Successfully lead the team to attainment of sales objectives
- Be responsible for coaching, performance management, and career development of the team
- Drive meticulous lead follow-up, high activity standards, and pipeline management
- Manage performance metrics for team members
- Assist in driving inside sales strategy and approaches in order to maximize new opportunity development and revenue
- Collect and analyze call analytics and recommend solutions based on identified trends
- Collaborate with regional field sales partners to develop, implement, and support regional business development and sales plans for each quarter
- Implement and maintain sales best practices
- Support all tactical management functions
- Hire, train and ramp-up new team members
- Achieve personal objectives as an individual contributor

Desired Skills/Characteristics:

- Personable with the ability to work as a member of a small team and interact effectively with peers and internal customers in other departments
- Dynamic coaching skills
- Ability to motivate by creating fun team building exercises and experiences to develop a winning team culture and drive performance
- Excellent work ethic, self-driven and motivated with a desire to learn and be challenged
- Innovative and able to sell ideas internally in order to improve processes throughout the organization
- Strong strategic thinking and problem solving
- Exceptional attention to detail

Preferred Education/Experience:

- Bachelor's Degree
- 6-10 years of inside/outside sales experience (inside sales is preferred).
- 3-5 years of inside sales leadership experience (min 3 employees)
- Business to business sales and sales management experience
- Experience selling to financial services and financial services advisors
- Experience in both direct sales and selling in conjunction with partners
- Proven ability to lead a sales team in all phases of the sales cycle
- Demonstrated success with consultative sales process
- Knowledge of Salesforce CRM

The company offers a competitive package of salary plus commissions, excellent benefits, and a friendly business casual working environment.

Email your cover letter and resume to: careers@foundationsource.com.

Foundation Source is the nation's largest provider of comprehensive support services for private foundations, bringing unparalleled knowledge and expertise to more than 1,200 family, corporate, and professionally staffed foundations, of all sizes, nationwide. Our administrative services, online foundation management tools, and philanthropic advisory services provide a fully outsourced solution for private foundations of all sizes.

Our clients supply the funds, the vision, and the philanthropic goals; we provide everything else.

We are an equal opportunity employer.