Inside Sales Account Manager Lead

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Objective

To obtain a challenging position within a fast- paced multi-tasking environment where I can maximize my customer service skills and improve customer satisfaction. Seeking a position within your company to demonstrate how passionate to work with people and eager to help improve company goals.

Skills

Inside Sales, Marketing, Administrative.

Work Experience

Inside Sales Account Manager Lead

ABC Corporation - May 2014 – February 2015

- Engaged in the sales of various hardware and software products and services that Dell can offer like notebooks, desktops, servers, storage etc.
- Develop and initiate effective marketing plans.
- Establish customer relationships with appropriate customer personnel such as purchasing, management and finance besides interacting with the top management.
- Send proposals depending upon the specific requirements and closing the deals through calls and emails with the named key accounts.
- Attend trainings regarding the new products launched and explaining the customers about them and moving them to the next level of product range.
- Update and maintain the internal tools regarding the deals that are in the pipeline on a daily basis.
- Work as a team with the Account Executive (Outside Sales Counterpart) to close large deals.

Inside Sales Account Manager

ABC Corporation - September 2011 – October 2012

- Roles and Responsibilities Initiate and close sales for leading OEM of hardware products, Lenovo Computers.
- Responsible for the entire sales process of products like notebooks, desktops and other related products and accessories.
- Engaged in prospecting, cold calling, sending proposals, negotiating and closing deal for the same.
- Build business approach to generate opportunities by outbound calling to potential customers.
- Establish contacts with customers among small and medium enterprises for a specific territory and explain them about the various products that we offer.
- Send proposals depending upon the requirements and work with the respective local Channel Partners for new deals and closures.
- Work as a team with the Regional Channel Manager (Outside Sales Counterpart) situated locally to close large deals with the help of Channel Partners or distributors.

Education

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Post Graduate Diploma in Management - (MIT School of Business, University of Pune - Pune, Maharashtra)

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