

## INSIDE SALES MANAGER

Our client manufactures innovative capital equipment for the beverage industry. In this brand new position, they are seeking a talented Inside Sales Manager to join their team in the Western Chicago suburbs. Here you would be joining a dynamic and passionate group of individuals who believe in going above and beyond the customer's expectations.

**PLEASE NOTE:** Fluency in written and spoken **FRENCH** is mandatory for this role.

**Essential Skills and Responsibilities** (including, but not limited to):

- Work hand in hand with outside sales team and European HQ
- Team player who can assist other sales associates with projects or customer solutions.
- Exposure to capital equipment sales cycle
- Strong analytical ability and math skills for preparing price quotations and managing customer order scheduling requirements
- Technical knowledge of product and manufacturing process (training will be provided)
- Manage customer inquiries and provide timely response in collaboration with other internal departments (engineering, customer service, manufacturing)
- Excellent communication, time management and presentation skills
- Ability to assess customer needs and provide solutions based on those needs
- Strong negotiation and consultative sales skills
- Manage a pipeline and conduct follow-up with prospects
- Utilize CRM and ensure it is updated
- Reports to President

**Qualifications:**

- +3 years of capital equipment sales experience
- Proficient in Microsoft Office package, as well as experience utilizing a CRM system
- Fluency in the French language (written and spoken)
- Education: Bachelor's degree preferred
- Valid Passport with the ability to travel internationally and domestically

**Training:**

- An intensive training program will be provided both in the US subsidiary and in Europe.

Permalink: [https://dsmlexecutivesearch.com/Inside Sales Manager 1366](https://dsmlexecutivesearch.com/Inside_Sales_Manager_1366)

To apply, please forward your resume to 'apply@dsmlexecutivesearch.com' and mention '1366 Inside Sales Manager' in the subject.