

Job Description for Senior Inside Sales Manager

Location: Remote

Company: Fieldmaster.ai [<https://www.fieldmaster.ai>]

Type: Full-Time

Experience Required: 10+ Years

Salary: Competitive with Performance-Based Incentives

About Fieldmaster.ai

Fieldmaster.ai is a provider of advanced technological solutions for field operations across various industries. We are a consultative SaaS providing fully customized and end-to-end integrated systems for the management of field activities and everything around it. Our consulting expertise stems from our 9+ years of actual field contracting learnings and successes. Our mission is to help our customers achieve excellence in field operations through our Actual Intelligence System that has been proven over more than 10 million field service visits.

Job Description

We are seeking an experienced and highly motivated Senior Inside Sales Manager to join our dynamic sales team. The ideal candidate will have over 10 years of experience in telecalling, with a proven track record of securing meetings with C-level executives. This role is critical in driving our business growth by initiating contact with potential clients and setting up high-quality meetings for our sales team.

Key Responsibilities

- Make high-quality outbound calls to prospective clients, particularly targeting C-level executives.
- Identify and qualify potential leads to build a robust pipeline for the sales team.
- Successfully secure meetings with C-level executives and other key decision-makers.
- Establish and maintain strong relationships with potential clients through effective communication and follow-ups.
- Utilize CRM software to track and manage interactions with prospects, ensuring all information is up-to-date and accurate.
- Conduct market research to identify new business opportunities and stay updated on industry trends.
- Provide regular reports on tele-calling activities, lead status, and meeting outcomes.
- Work closely with the sales and marketing teams to align strategies and maximize outreach efforts.
- Meet quantity targets without compromising on the quality.

Qualifications

- Minimum of 10 years in tele-calling or a similar role, with a focus on B2B, high-ticket SaaS sales.

- Demonstrated success in securing meetings with C-level executives and senior decision-makers.
- Excellent verbal and written communication skills, with the ability to convey complex information clearly and persuasively.
- Proficiency in using CRM systems to manage and track customer interactions (knowledge of Hubspot/Salesforce is a plus).
- Exceptional interpersonal skills, with a knack for building rapport and trust with potential clients.
- Highly self-motivated and results-oriented, with a drive to achieve and exceed targets.

Incentives and Benefits

- Attractive base salary with performance-based incentives.
- Generous incentive structure rewarding successful lead conversions and meeting setups.
- Opportunities for career advancement and professional development within the company.
- Dynamic and supportive work environment with a focus on innovation and collaboration.
- 100% work-from-home flexibility.

How to Apply

If you are a seasoned telecalling professional with a proven ability to connect with C-level executives and drive business growth, we would love to hear from you. Please send your resume and a cover letter detailing your relevant experience and achievements to careers@fieldmaster.ai.