



### **Inside Sales Manager**

AgoNow is a pure industrial wholesaler and channel solutions provider whose No. 1 goal is to help distributors and manufacturers grow profitably. As a member of the AgoNow team, the Inside Sales Manager role is critical to helping AgoNow achieve success while meeting and exceeding the expectations of our partners.

- Full-Time Position
- 2+ Years' of Sales Experience Preferred
- Effective Date: 12/15/16

### **Duties and Responsibilities**

- Develop and maintain knowledge of the competitive landscape including end-user's segments, applications, product categories, and channels of distribution.
- Analyze and establish existing market positions and:
  - Identify key accounts within the market and channel
  - Collaboratively develop plans to acquire customers and increase market share
- Demonstrate knowledge of performance relative to the annual business plan.
- Leverage all available technology and tools to increase productivity in revenue generation.
- Manage all customer transactions including sales order transactions, payments, quotes, credit limits, etc.
- Collaborate with other departments and supplier partners to facilitate solutions on the customer's behalf.
- Retain business by ensuring an outstanding customer experience.
- Develop and cultivate market leading customer relations.
- Contribute to team effort by accomplishing results as needed.
- Understand and follow company policies, and procedures.
- Perform other duties as assigned.

### **Skills, Education, and Qualifications**

- Proven record of Sales accomplishments.
- Ability to coordinate with other departments of the organization.
- Ability to prioritize multiple tasks and follow up with a sense of urgency on behalf of the customer.
- Committed to professional development.
- Demonstrates a commitment to provide excellent customer service.
- Excellent verbal, written, and communication skills.
- Strong time management and organizational skills.
- Experienced with Windows operating systems.
- College degree or an equivalent experience.
- 2+ years of sales experience preferred.

Please send all inquiries to Ashlee Steward at [Ashlee.Steward@agonow.com](mailto:Ashlee.Steward@agonow.com)