

Inside Sales Manager – Retail Division Barrie

Company Overview:

The Look Company specializes in providing visual engagement solutions for sport, retail and commercial customers globally. We are a high energy, fast paced environment and looking to grow our company.

Position Overview: Permanent, full-time Monday – Friday

The Inside Sales Manager is responsible for driving revenue growth and managing key sales channels, including House Account Sales, Lead Funnel Sales, Integrator Sales, and OEM Sales. This role focuses on developing and executing strategic sales initiatives, nurturing customer relationships, and optimizing the sales process to meet and exceed business objectives. The Inside Sales Manager collaborates closely with internal teams, including marketing, customer support, and operations, to ensure seamless sales execution and customer satisfaction. This role will take the lead in maintaining and growing key accounts and seeking out new opportunities.

Hours of Work: Day shift 8:00am – 4:00pm

Job Duties (include and are not limited to):

- Develop and execute inside sales strategies to increase revenue, meet sales objectives, and enhance customer relationships.
- Cultivate and maintain strong relationships with key clients, ensuring exceptional service, timely follow-ups, proactive sales outreach, account retention and increased revenue opportunities.
- Engage with potential and existing clients to identify their needs, present products and services, generate leads, manage customer inquiries, and close sales, while maintaining strong relationships to drive repeat business and meet sales targets.
- Work alongside teams to improve lead generation efforts and enhance the efficiency of the sales funnel.
- Collaborate with field sales, customer service, and production teams to ensure smooth operations and a cohesive client experience.
- Optimize sales operations by streamlining processes, leveraging CRM tools effectively, and improving order management for enhanced customer satisfaction.
- Deliver outstanding customer support, addressing concerns promptly to maintain high client satisfaction and loyalty.

Qualifications & Requirements

- Bachelor's degree in Business, Marketing, or a related field.
- 1+ years of experience in inside sales, account management, or a related role.
- Proven experience in an account management, customer success, or sales role, preferably within a B2B environment.
- Successful track record meeting or exceeding targets in sales.
- Self-motivated, hunter mentality, organized professional; eager to take on new challenges and develop within the company.
- Interest in professional growth and continuous learning in sales and account management.
- Ability to thrive in a fast-paced environment while managing multiple tasks of varying complexity.
- Personable and able to engage effectively with a diverse range of customers and personality types.
- Excellent communication, negotiation, and relationship-building skills.
- Proficiency in CRM software and sales analytics tools.

Benefits:

- Company paid extended health care & dental after (3) months
- Life insurance
- Wellness program
- Company events
- Casual dress
- On-site parking
- PPE supplied
- Company reimbursement steel toes after three (3) months

We believe a diverse workforce makes a difference. We are an Equal Opportunity Employer. We appreciate the interest of all applicants, however, only those selected for an interview will be contacted.

If you are interested to learn more or in applying for this position, please apply through our website at: <https://experience.thelookcompany.com/careers>