



**POSITION TITLE:** Inside Sales Manager

**POSITION SUMMARY:**

The Inside Sales Manager will be responsible for identifying, establishing contact with and qualifying leads for the Field Sales organization. This position involves cold calling new prospects who are identified through a comprehensive Marketing program and third-party lead source resources. S/he will be responsible for providing prospective clients with a relevant introduction to AGL and its services to generate interest and secure in-person meetings with Field Sales. Working closely with Marketing and Sales, the Inside Sales Manager will play a critical role in developing processes, establishing enterprise relationships and shortening the sales cycle. S/he must be energetic, organized, well-spoken, and results-oriented. This role will reside within the Marketing organization and report to the Chief Marketing Officer.

**DUTIES AND RESPONSIBILITIES:**

1. Identify logistics and/or supply chain decision makers and influencers within target organizations.
2. Establish contact with key individuals to identify existing logistics providers, processes, pain points and needs.
3. Provide AGL background and information on key services: Ocean, Air, Brokerage and Technology (PO Management, in particular).
4. Make introduction to Field Sales at appropriate time, based on criteria established with Marketing and Sales.
5. Report on progress and challenges on a weekly basis and be prepared to propose solutions to improve efficiencies and success rates.
6. Develop, produce and deliver “warm” leads to Field Sales.

**QUALIFICATIONS**

1. College degree and 3-5 years of experience in inside sales, including cold-calling via phone.
2. Able to work cross-functionally in a matrixed environment.
3. Strong writing and exceptional verbal skills.
4. Experience working with Salesforce, Pardot experience is a plus.
5. Proactive approach to identifying and recommending resolutions to challenges, inefficiencies and other areas of improvement.
6. Keen focus on customer-service and satisfaction.
7. Experience with logistics or supply chain is a strong plus.

Please submit all inquiries, resumes and related information to [careers@americangloballogistics.com](mailto:careers@americangloballogistics.com).

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