



## Inside Sales Manager

**Elliott Tool Technologies is looking for talented people who are passionate about work and solving customer challenges in a fast-paced, high energy work environment, and who are looking to further their knowledge and skills.**

### Why Choose Elliott Tool?

- ) You will be part of an exciting and fast-paced industry. You'll be helping customers solve their business challenges, offering customized solutions and closing deals.
- ) You will be successful. We will provide you with comprehensive training and the tools necessary to succeed and reach your full potential.
- ) You will grow. We will provide you with mentorship and an organizational structure that provides continuous learning opportunities.
- ) You will be part of a culture that values integrity and mutual accountability, a culture where people are passionate about their work and share a common vision—"Quality specialty tools for an "I need it yesterday world."
- ) You will be at a company that values family and supports a healthy work-life balance.
- ) You will have stability. You will be joining a profitable company with a 125 year track record of innovation and success where many of our Team Members choose to stay and grow. Our average tenure is 12 years.

### As the Inside Sales Manager, you'll be:

- ) Providing leadership to your Inside Sales team to achieve planned objectives.
- ) Training and coaching your direct reports to achieve consistently good results.
- ) Setting and tracking sales targets.
- ) Driving sales growth by facilitating the end to end sales process and suggesting and implementing improvements as needed.
- ) Collaborating with existing and potential customers to provide best solutions.
- ) Working cross-functionally with other departments to solve customer challenges.
- ) Completing tasks accurately and with a sense of urgency.
- ) Building quality relationships with new clients at all levels in different industries.

### What's a typical day like?

*Imagine leading a small team of Inside Sales Representatives. A Team Member is above their plan but struggling to overcome customer objections over price. You've been spending regular time with this Team Member, coaching and developing them. You invite them to a role-play session at 11am and spend 30 minutes working with them on their technique to improve their close ratio.*

*That afternoon, you receive a phone call from a customer who needs quality specialty tooling and equipment to complete a job. They needed it yesterday. Every hour that production is down costs the customer \$100,000 or more. If they can't get the tooling and equipment they need, they lose a lot of money. They are counting on you to provide the best solution. Can you deliver?*

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*In talking with them, you discover that they need a custom part to complete the order. It's 1pm. UPS picks up at 5pm. You lead a collaborative effort that includes Engineering, Manufacturing, and Shipping and Receiving to solve this customer's challenge. Within 30 minutes you follow up with the customer to confirm their customized order with a promise to deliver.*

*Working with the Team, the order is completed and ready to ship by 4:55pm. The items ship same day. You follow up with the customer and provide them with tracking information. The customer receives the tooling and equipment the next day and gets the operation up and running again.*

*In the Sales Team huddle the next morning, you share this success with the team and highlight aspects of the sales process that helped you discover the needs of the customer.*

*Later that day, the customer calls to personally thank you for saving the day. They are so impressed with the quality of the tooling, equipment and the service they received that they begin referring their co-workers from other locations to you which leads to new opportunities.*

**Every day you will be doing work that really matters. You will be helping your team grow and develop. You will be helping customers solve their business challenges. You will have an opportunity to do your best work and make a real impact.**

**We are looking for talented people. Do you have what it takes?**

- ) You are self-motivated, diligent, passionate about work, and always looking for more. You seek ownership, accountability and take responsibility for your actions.
- ) You are a proven leader. You think like an owner and are willing to act on your beliefs. You add value to others. You can provide real examples of recruiting and coaching others.
- ) You are a team player. You are others centered. You are teachable, coachable. You are confident but you don't promote yourself. You are able to teach and coach others.
- ) You are emotionally intelligent. You have mutual respect with your peers. You have good judgment about other people. You interact appropriately with others. You are aware of the impact of your words and actions.
- ) You are process and results-oriented. You set and track goals. You do what you say you'll do and deliver on your promises. You achieve consistently good results.

Let's talk. If you are passionate about work and solving customer challenges in a fast-paced, high energy work environment, and looking to further your knowledge and skills, then let's have a conversation. We'll keep it confidential.

Please reach out via LinkedIn or by emailing your resume with contact information to [careers@elliott-tool.com](mailto:careers@elliott-tool.com). We'd love to connect with you.

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