**Inside Sales Manager**

You will be responsible for providing qualified leads for our APAC sales team with new and existing customers. You will use a variety of sources including our existing Speexx customer base, prospects or target accounts, leads from our CRM system (Dynamics) and our ongoing marketing campaigns.

The role is a vital one as you will be a major contributor for the organization’s sales pipeline, converting leads into real business opportunities for our sales team. You will be working in our Singapore office embedded into an international young team of project managers and sales experts. The role reports directly to the Sales Director for the APAC region.

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**Main responsibilities**

* Work closely with and support the Sales Director in all daily business activities.
* Achieve the company’s pipeline development and revenue generation goals
* Build sales pipeline, drive new business opportunities
* Collaborate with sales management to develop joint strategy and prospecting plans
* Lead the daily activities of the CRM
* Maintain complete and accurate records of all sales activity throughout the sales cycle in Dynamics
* Ensure accurate and complete information is captured and updated for account managers and management visibility
* Compile existing data from contacts lists of current customers, prospects, business directories, marketing campaigns and leads from our CRM database and our ongoing marketing campaigns,  as well as other sources
* Qualify all inbound and outbound leads via the CRM, phone, web, email, corporate events and mail campaigns
* Manage all aspects of the sales process on defined opportunities including ongoing qualification, demonstration and evaluation in a timely manner
* Maintain a strong relationship with the sales team through clear communication and follow-up
* Present and articulate Speexx solutions through well-planned customer calls or web presentations
* Conduct Webex demos and manage download trials
* Work closely with the marketing team to run campaigns and drive attendance to key events
* Provide feedback (prospect needs, industry trends, market perceptions, competitive intelligence, etc.) to both management and the company’s marketing team
* Manage multiple projects simultaneously
* Cold calling to uncover qualified sales opportunities
* Ability to report on results and hit and exceed key quarterly metrics
* Undertake any additional actions to support sales and marketing lead generation

**Desired skills and experience**

* 2 or more years of inside sales experience preferably in a SaaS HCM (Talent management, eLearning) enterprise or other internet software company
* Degree in sales or marketing
* Sales driven mentality with proven success exceeding quotas
* Needs analysis, positioning, business justification and closing skills
* Strong experience in areas of prospecting, lead generation and qualification
* Excellent verbal and written communication skills
* Knowledge of LinkedIn and CRM as a sales and marketing tool
* Proficient in using social media tools, MS Office Suite
* Ability to implement metrics
* Fluency in English a must
* Experience or interest in Languages
* Excellent listening skills
* Enthusiastic, outgoing and high energy
* Goal oriented and target driven
* Must be a team player with strong initiative

**What we offer**

We offer an exciting position with career opportunities towards a future Account Manager role. As a growing company, we are always looking for enthusiastic, flexible and dynamic individuals who are comfortable working on multiple projects in a fast-paced environment and with tight deadlines. We offer great pay, excellent development opportunities, flat hierarchies, an open communication culture and short decision-making processes.

**Interested?**

Please email your detailed CV and cover letter, stating the position you're applying for, as well as your desired salary and starting date to [careers@speexx.com](mailto:careers@speexx.com). See you in Singapore!  
[close\_contact]