



Transforming athletes and driving championship cultures!

Position: Inside Sales Manager (ISM)

Location: US - Green Bay, WI

Inside Sales Manager

3E is all about working hard while working together as a part of a team, and in a fun way, to not only be *successful* but be *significant*. We are a startup looking for special people that want to get in early and be a part of building something special.

The Inside Sales Manager (ISM) is a member of the sales team and key role to help 3E achieve its growth goals. The ISM is responsible developing processes and procedures for and executing our phone and internet sales. This includes brute force marketing/lead generation and sales activities required to acquire new business and grow the 3E footprint. Now, this *is* a startup. So like the rest of us you may also be asked to do stuff like work a trade show, write a blog, help paint an office, or even feed the office dog!

The most important characteristics of our ISMs is that they love sports, are entrepreneurial, driven by goals, want to make a lot of money, and have a desire to do good in the world. You will be a good candidate if...

Your have these:

- Sports junky
- BS/BA degree preferred
- 2+ years outside sales experience
- Some existing relationships with coaches, DoCs, AD's, and athletes in the territory
- Demonstrated professionalism and dependability
- Strong PC skills including Microsoft office
- Great phone voice
- Ability to cold call, follow up, and be persistent without being irritating
- Desire to make a lot of money, but also do good in the world

Your awesome at:

- Making friends easily and people like you
- Cold calling and finding new leads
- Dealing with "no's" and moving on to *next*
- Presenting in front of people live or virtually
- Influencing and following up
- Working independently in the absence of direct supervision
- Networking including social media
- Devising creative, "out-of-the-box" ideas and implementing them