

Day in the Life of an Inside Sales Account Manager



20%

Collaborating with virtual sales team (other Inside Sales Account Managers, Account Executives, etc.)



35%

Raising and sending quotes, updating Salesforce, responding to customer and team emails



Aisling Gaffney
Inside Sales Account Manager III
Medium Business in London

Handles 44 retention and development accounts. Found License-to-Sell training (now called Dell Technologies Sales University) very helpful in learning how to develop successful Dell Technology Advantage pitches and tailoring them to different customer sets.



40%

Planning and preparing for joint meetings, research, discovery calls



5%

Functional/technical sales training