

Day in the Life of an Inside Sales Account Manager



40%

Calling customers



JayR Harper
Inside Sales Account Manager III
Medium Business

Covered 150 accounts, mostly retention and development, allowing for deeper dives into each account. Found training provided by Regional Sales Director on cold calling very helpful. Utilized opportunities to deliver presentations, run calls and run meetings to improve communication and sales skills.



20%

Collaborating and planning with managers, technical specialists, Account Executives, etc.



10%

Responding to emails from customers, managers, and team members



10%

Networking



20%

Functional/technical sales training

