



Learning. Technology. Innovation.

Peak Pacific Limited

Headquartered in Hong Kong, **Peak Pacific** is a global market leader in Learning, Technology and Innovation.

We are seeking talented, ambitious professionals to join our team to provide strategic leadership and inspire behaviour-changing ideas across multiple areas internally and our high-profile clients.

You will have the opportunity to work with globally recognised companies in industries where high stakes compliance and regulations matter and the opportunity to design and develop game-changing strategies with clients who welcome innovation and fresh thinking.

You will also play a key role in inspiring clients in the Airline, Transportation/Logistics, Banking/Finance, Healthcare, and other exciting verticals to find adventurous new ways to excite and engage learners across digital learning, enabling technologies, social media, gamification, mobile, VR, 3D, and other modes of learning and training.

Hong Kong | India | Philippines | Singapore | UK | USA

Inside Sales Manager

Who are we looking for?

We are looking for an Inside Sales Manager to lead, coach and motivate our new team of Inside Sales representatives, ultimately helping the organization in attaining our quarterly and yearly sales targets by building a growth engine for the sales organization. He/She will be working closely with Sales team, and will oversee the inside sales process from end to end and drive improvements to ensure the team is working optimally towards hitting their targets.

What are you responsible for?

- Lead, mentor and coach the Inside Sales Team based in our Pune office.
- Ability to Develop & Execute a Sales Opportunity Pipeline.
- Conduct regular team standups to keep the Inside Sales Team aligned on company goals and priorities.
- Create and implement motivation plans for the inside sales team, including setting targets and activity metrics for your team.
- Research and implement new processes, tools, communications, training and methodologies to ensure the Inside Sales Team's success.
- Report on inside sales metrics and drive improvements.
- Prepare monthly, quarterly and annual inside sales forecasts.
- Research and implement methods to increase customer engagement.
- Collaborate with marketing, sales, internal systems and product management to facilitate new messages, campaigns and offerings.
- Ensure sales, finance and legal policies and procedures are met.
- Lead the sales effort for the Aviation academy content product.

What do you need?

- Proven work experience as an Inside sales manager is a strong preference.
- Hands on experience with CRM software and MS Excel
- In-depth understanding of the sales administration process
- Excellent interpersonal and team management skills
- Strong analytical and organizational skills
- Numerical abilities and problem-solving attitude
- Experience in selling Content products will be a big plus



What can we offer?

We offer an exciting opportunity to work with leading blue-chip companies, competitive remuneration benefits and comprehensive career development prospects.

Interested parties should apply in strict confidence with a detailed resume indicating current, expected salary and earliest availability to careers@peakpacificgroup.com

(All personal data collected will be used for recruitment purpose only).