



Position Title: Inside Sales Manager
Type of Position: Full-Time
Number of Openings: 1
Location: Chicago, IL
Start Date: ASAP
Duration: Permanent
Salary/Rate: Competitive, based on experience
Years of Experience: Minimum (3) Years of Experience

Position Description:

Sofbang is seeking an experienced inside salesperson to bring in new clients for our Oracle Cloud Platform, Oracle Mobile, and Oracle Fusion Middleware suite of products.

Required Skills:

- Minimum of (3) years of Inside Sales Experience
- Excellent communication skills (Especially on the phone and emails)
- Ability to understand and convey sales message for technical services
- Listening skills to understand potential customer pain points and needs relating them to Sofbang solutions
- Creative skills in being able to formulate both written and verbal messaging to sell technology
- Organizational skills for managing sales campaigns and company CRM
- Basic Microsoft Office applications
- Willingness to put in the extra effort when needed to complete proposals or other projects with tight deadlines
- Experience in document reviews from a grammatical and organizational perspective.

Education:

- Bachelor's Degree required
- Master's Degree preferred
- Professional accreditations and memberships a plus

Primary Job Responsibilities:

- Internal sales person who will be responsible for the following as sales support:
- Making sales calls to potential clients
- Manage and help facilitate the preparation of proposals
- Help define and implement sales campaigns
- Manage CRM system containing sales related activities
- Participate in joint sales efforts with Sofbang business partners
- Organize and participate in sales/marketing conferences including booth setup and staffing
- Assist with the creation and publication of sales/marketing collateral materials
- Help with the updating and maintenance of the company web site and blog
- Other activities as assigned by Sofbang management

About Sofbang:

Founded in 2000, Sofbang is a leading solutions provider and system integrator of the Oracle Cloud Platform, Oracle Mobile and Oracle Fusion Middleware suite of products. As an Oracle Platinum partner and former BEA Systems, Inc. partner, Sofbang has over a decade of Oracle expertise. Sofbang specializes in providing enterprise customers with dynamic mobile, cloud and middleware solutions, enabling them to create, integrate and run agile, intelligent business applications leveraging the Oracle Cloud platform and Oracle Fusion Middleware stack. We design solutions with Scalability, Flexibility and Extendibility in mind. We call this concept Designed for Change. Our solutions help organizations reduce costs, increase revenue, enhance end-customer experience, promote accountability and transparency, and improve productivity. Our company was founded with the passion that comes from seeing clients achieve strategic success. Sofbang is headquartered in Chicago, Illinois and is minority owned.