

TITLE: Dealer ISR (Inside Sales Representative)/ Account Manager  
REPORTS TO: Division Manager

### **Job Summary**

Please Note: This is a work from home based position that requires the applicant to support a 9:00 am to 6:00 pm ET shift and travel to the local office of our client in Germantown, MD for training and meetings, as needed.

Dealer Inside Sales Representatives (ISR) - Account Managers are instrumental in assisting our reseller sales network in a continuous and insistent manner. Individuals must possess a strong ability to engage customers in revenue producing sales conversations to existing clients to improve results and timely sales activity execution.

Duties may include: Outbound calling to existing client resellers to improve results and sales activities. Relies on experience and judgment to plan and accomplish goals. Performs a variety of tasks, including sales calls, educating and reinforcing resellers and updating data in salesforce. Works under general supervision. A certain degree of creativity and latitude is required. Typically reports to a supervisor or manager.

### **Essential Functions/Primary Responsibilities**

- **Candidate will be responsible for working a geographic territory in conjunction with outside territory salespeople.**
- **Must have strong communication skills – both verbal and written**
- **A sales background required**
- **Knowledge of Salesforce a plus. All contact data will be recorded in Salesforce.**
- **Will work from home – but will be required to attend occasional meetings and sessions at the corporate office in Germantown**
- **No overnight travel anticipated.**
- **Must be self-motivated and able to multi-task.**
- **Will maintain regular communications with the existing dealers in a territory to insure they are fully versed in all of our current programs, promotions, offers, etc.**

- **Will provide reports to management regarding any issues, problems, competitive activities, etc. which candidate may learn of during communications with the dealers**

**Experience/Education:**

- 1-2 years of current service/sales experience required.
- College or equivalent experience required.

**Competitive benefits including:**

- **Ability to work from home**
- **Medical Insurance -100% Employee Funded**
- **Paid Vacation/Personal Days**

**WORK SPACE REQUIREMENTS**

- A dedicated workspace with a door that closes and appropriate workspace tools, (i.d.; desk, phone, laptop, high speed internet service, clock, etc.)

Please send resume to [elizabeth.bender@rmfactory.com](mailto:elizabeth.bender@rmfactory.com)

*\*RMFactory is an Equal Opportunity Employer. RMFactory offers reasonable accommodations to qualified individuals with a disability. RMFactory believes that each employee makes a significant contribution to our success. That contribution should not be limited by the assigned responsibilities. Therefore, this position description is designed to outline primary duties, qualifications and job scope, but not limit the incumbent nor the organization to just the work identified. It is our expectation that each employee will offer his/her services wherever and whenever necessary to ensure the success of our endeavors.*