




# INSIDE SALES MANAGER

*Eagles Flight Asia is recruiting a high caliber individual to join our Sales team.*

*Dedicated to building relationships with current and prospective clients to drive sales meetings, you will*

-  *research prospective clients,*
-  *develop innovate outreach strategies,*
-  *identify sales opportunities*

*Your main responsibilities being to explore opportunities with potential clients, retain and grow current accounts and follow through on marketing leads.*

*This is a full-time position in Ortigas, Manila, Philippines.*

*Sound like you? If so, find more details on the following page.*



## In This Role You Will:

- Develop and implement quarterly/annual business plan(s), manage sales activity and performance reports and conduct periodic performance reviews to ensure consistency and alignment with the general business objectives.
- Work closely and collaboratively with Regional Sales and Marketing Team to manage & develop a category-centric customer/user base by providing strategic direction, campaign management, audience targeting, budget/spend optimization and campaign performance monitoring/reports.
- Conduct high volume prospecting to qualify leads through calls, emails, and social media across the APAC Region
- Apply sound judgement to discover opportunities for Regional Sales Team to further assess a prospect's business and needs
- Uphold high-standards of data integrity by tracking and recording information, as well as creating reports
- Conduct & provide post sales service as a means to monitor ROI for customers and identifying up-selling opportunities
- Own and manage customer service via live chat, from first touch, to follow through, to qualifying them for sales opportunity

## You MustHave:

- Track record of high achievement
- Above average written and verbal communication skills
- Previous 5-10 years of successful sales experience
- The ability and desire to work in a fast-paced, challenging environment with peers who challenge you to be better
- The desire to meet and exceed measurable performance goals
- Natural curiosity and passion
- The technical aptitude to master our sales tools
- Strong personal drive and motivation
- The ability to deal with and thrive on objections and rejection on a daily basis
- Strong understanding of different buyers and the buyers journey
- Experience in any of the following is required: Leadership Development, Talent Development, Experiential Learning, Culture Change and Transformation | Corporate Events

## You Should Have:

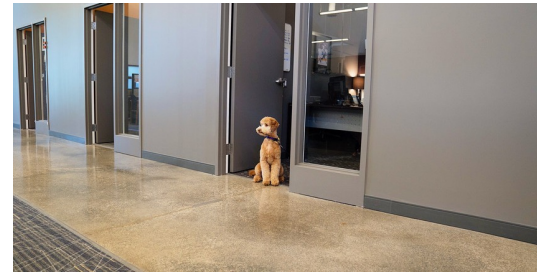
- Bachelors degree or equivalent
- Previous sales experience in which you demonstrated the ability to meet or exceed sales quotas
- Knowledge of inbound marketing Social selling
- Previous experience with Microsoft Dynamics CRM or Hubspot a plus
- Entrepreneurial spirit with the ability to be flexible
- Knowledge and experience in Live Chat systems and management

# About the Team You'll Be Joining

*Exceptional Service · Absolute Quality · Genuine Friendliness · Leadership Excellence · Ethical Profit*

Our team is renowned for the ownership they take in the quality of their work and delivering incredible outcomes together. As a result, we are a close knit family that is energetic, and collectively owns creating a positive environment. We do this through our strong commitment to our values.

In this role you will receive thorough training to kick start your career. Eagle's Flight employees who demonstrate high performance and commitment will have the opportunity for career development and advancement within sales.



## If this sounds like you, we'd love to hear from you!

To apply, please send the following **three things**:

1. Cover letter
2. Résumé
3. 1-2 minute video telling us about yourself and in what ways you will add to the Eagle's Flight team

Applications can be sent to [madeline.chan@eaglesflight.com](mailto:madeline.chan@eaglesflight.com). Please include **Inside Sales Manager** in your subject line.

We thank all applicants for their interest; however, only those selected for further consideration will be contacted. If you are a person with a disability and require accommodation to successfully apply, please email us to make your accommodation request.