

Now Hiring Inside Sales Supervisor



Location 720 W. Randolph, Chicago, IL

Position Description: Inside Sales Supervisor

The Inside Sales Supervisor is a key member of the Beacon Funding management team. The successful candidate will provide leadership and development for their team to meet or exceed performance expectations, and create a culture that attracts and retains the best sales talent. The supervisor will serve as an inspiration, role model, and coach for their team, resulting in high levels of customer satisfaction, professionalism, sales performance, and employee engagement. The supervisor will also share best practices both within and across teams to support the achievement of the overall business goals. The supervisor will also provide feedback, recognition, and coaching to drive business results, and support each team member's professional development.

Company

Founded over 25 years ago, Beacon Funding has grown to be a leading financial services firm with hundreds of employees who have all contributed to over a half a billion dollars in equipment financing to tens of thousands of businesses. Our typical client, a small to medium size business, continues to play a vital role in our economy by providing innovation, employment, and many of the key products and services we all use in our daily lives. At Beacon, we pride ourselves on empowering small business and it remains our purpose to provide our clients with the capital they need to grow, expand, and turn their business plans into reality. Come grow with us!

Job Responsibilities

- Responsible and accountable for the daily operation and performance of a team of sales professionals
- Meet and/or exceed revenue, sales, and operational performance goals through the effective management of a sales team
- Manage, train, and motivate sales representatives to ensure achievement of sales goals, quality metrics, productivity standards, and compliance expectations
- Drive efficient and accurate service delivery through solid coaching, communication, and performance management practices
- Conduct presentations, team meetings, and one-on-one meetings to provide status of sales, financial, and operational performance of their team and overall business
- Assess team performance, develop performance improvement strategies, and identify action plans for each team member to maximize their contribution to the team and business

(Continued on Back)

How To Apply

Visit careers.beaconfunding.com, fill out the form and attach your resume.

Contact Beacon Funding

Elizabeth Oliva

Beacon Funding Corporation
3400 Dundee Road, Suite 180
Northbrook, IL 60062

P (847) 897-1765

E eoliva@beaconfunding.com

Websites

www.beaconfunding.com
www.730randolph.com

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Job Responsibilities (continued)

- Assess individual performance and effectively deliver regular coaching and performance feedback to each team member to optimize their performance and support their personal development plans
- Participate in recruiting and selection process to attract and onboard the most qualified sales talent
- Ensure the security and confidentiality of all customer information and Company records in compliance with organization and regulatory guidelines
- Work collaboratively with peers, team members, internal and external operations, and finance teams to meet performance, financial, and customer satisfaction objectives
- Perform other duties as required

Qualifications

- Bachelor's degree and 3+ years supervisory experience; inside sales center experience preferred
- Ability to perform call center performance analysis
- Demonstrated ability to drive individual and team sales and productivity performance
- Effectively deliver team communications, individual performance assessment, coaching, and feedback that results in goal achievement and a highly engaged workforce
- Strong organizational, critical thinking, analytical, and problem resolution skills
- Proven success in developing and managing high performance sales teams
- Strong written and verbal communication and collaboration skills
- Dependable, reliable, and flexible
- Able to satisfy requirements of pre-employment screening

Benefits

- Highly competitive salary and incentives
- Business expense reimbursement
- 401K and profit sharing
- Medical, dental, and vision insurance

Building / Neighborhood Amenities

- Reserved parking available for Inside Sales Supervisor position
- Beacon also own the building next store at 730 W. Randolph which offers potential for future call center operations expansion (www.730randolph.com)
- Dozens of restaurants within walking distance
- 2 blocks from the Morgan Street Elevated train stop
- ½ block from Halsted Bus stop
- 4 blocks away from Union Station and 3 blocks away from Olgivie Station
- Downtown within walking distance of Millennium Park, Michigan Ave, Museum campus, etc.
- Interstates 290 as well as 90 cross through the West Loop
- West Loop Athletic Club, West Loop Conditioning, Cross town Fitness, Title Boxing Club West Loop, and more all nearby

