

**Requisition** : 2016431  
**Job Title** : Inside Sales Operating Manager  
**Description:**

Agilent Technologies, a premier leader in the test and measurement industry, has an opening for a sales manager in their Life Science Chemical Analysis business unit.

This position is responsible for the Telesales Specialists Inside Sales operation assigned to a variety of Chemical Analysis / Life Science products. Currently, these sales activities include consumables, support agreements and instrument software & accessories.

Additional activities include implementing and/or developing the inside sales strategies, managing customer relationships, funnel management and specific programs in order to achieve business objectives and quota.

In addition, the position is responsible for:

- Managing inbound and/or outbound inside sales representatives who are responsible for closing sales via telephone.
- Directs and manages resources to implement operational and tactical business plans and programs.
- Lead change management activities for upcoming operational changes.
- Develops, implements district-related programs/solutions
- Involvement in all phases of the staffing process (creating requisitions, reviewing qualifications, conducting interviews and presenting offers)
- Ensuring employees are adhering to the Agilent Technologies Standards of Business Conduct and the Sarbanes Oxley Act
- Ensuring employees have assigned MBO and development plans
- Participates in channel planning activities

**Qualifications:**

Requires:

- BS/MS Degree in Chemistry, Biology or equivalent, MBA desired
- 3+ years progressive management experience within a Sales/Marketing/Field Support organization or equivalent
- Previous Management experience of an Inside Sales/Telesales Team experience highly desired
- Track record of exceeding results in a Sales Management role is essential
- Demonstrated analytical instrument domain expertise highly desired
- Hands-on results oriented experience in the creation and execution of successful business plans
- Proven track record of strong management, change management, teambuilding and leadership skills
- Demonstrated leadership experience in complex organizations and cross-functional structures
- Experience in establishing strategic customer relationships is a must
- Excellent communications skills

Geo Location: Wilmington, DE

**Apply URL** : <http://www.agilent.apply2jobs.com/?FuseAction=mExternal.showLogin&rid=2016431&sid=371>