



Inside Account Manager Job Purpose: Supports all pre and post sales activities for the business

We are seeking a self-motivated, enthusiastic Sales professional with a strong organizational mentality to join a growing company. This newly created Inside Account Manager position will give you the opportunity to personally support and be part of the company's fast-paced growth.

Based in Charleston, SC, the Inside Account Manager will take a lead role in supporting all of the company's sales and fulfillment efforts. The Inside Account Manager will be the backbone of the sales team providing support in the following areas:

- Marketing support
- Pre & post sales support
- Setting up meeting with warm leads
- Customer and prospect communications
- Co-ordination with suppliers and vendors to order products and follow-up on shipments and deadlines
- Project oversight and management
- Serve as a conduit between Sales and Accounting for order processing
- Customer Service & Support

Knowledge in energy efficient lighting technologies is a plus but not required. This is a full-time, salaried position with upside and growth potential. This is mostly an inside job but some travel may be required.

Desired Skills & Experience

- Bachelor's degree in business or related field, or equivalent work experience
- 2 years minimum work experience in sales
- Strong organizational skills
- Ability to multitask effectively
- Experienced working against tight deadlines
- Passion for green technology and lifestyles
- Microsoft Office- specifically Word, Excel and PowerPoint
- Knowledge of Salesforce CRM a plus
- Strong work ethic

If you are a motivated professional looking for a new challenge and an opportunity to make an impact and have a direct hand in the growth and success of a fun, dynamic business, please apply to jobs@siblighting.com and be sure to include a cover letter, resume & salary history. The subject line of the email should be "SIB Inside Sales".



Company Background

SIB Lighting is a full service lighting consultant focused on helping clients with energy efficient lighting solutions including LED retrofits as well as lighting control systems. We handle the entire process of complex lighting applications from design and engineering through installation and warranty service. We offer a variety of financial solutions including leasing as well as our cutting edge lighting as a service option which allows for energy savings to pay for the entire project. SIB Lighting is backed by a private equity firm and is a division of [SIB Fixed Cost Reduction](#), an industry leader in fixed cost monthly reduction, serving over 35,000 client locations across multiple industries such as retail, healthcare and hospitality.

- LED BY A LEED-CERTIFIED EXECUTIVE
- OVER 10 YEARS OF LIGHTING EXPERIENCE
- CONSULTATIVE APPROACH FOCUSED ON EDUCATING CLIENTS
- BACKED BY A PRIVATE EQUITY FIRM