



a GLS company



# Territory Sales Representative

**Location:** San Ramon, CA

**Department:** Sales

**Employment:** Full Time, Monday thru Friday

**Salary:** Salary, Commission plus Car Allowance

## About Our Company

Come work for a great company with strong employee retention and a team of industry veterans with true passion for what they do. GSO, a GLS Company is a leading regional delivery carrier which has been providing Priority, Ground, and Freight services throughout the West since 1995. Thousands of companies across all industries rely on our company to deliver time-critical packages and documents everyday because we've got an amazing team that goes the extra mile for our customers. We're always looking to expand our team with like-minded professionals, therefore if this job might be a good fit for you, send us your resume.

## Position Summary

GLS is expanding its smart, ambitious, and knowledgeable sales team and we are hiring for territory sales representatives who will be responsible for developing new business and increasing business from existing accounts. We are looking for high-energy, positive professionals with solid business-to-business, who will be committed to growing our customer base as well as developing their own personal selling skills. You'll be responsible for prospecting and building relationships that will increase account penetration, revenue growth and customer satisfaction.

As a GLS territory representative, we encourage you to approach your business from the customer point of view, where you strive to understand prospect needs and pain points and provide solutions to address those problems.

## Responsibilities & Duties

- Initiate and take ownership of territory management, including: account planning, selling processes, post-sales implementations processes, deal economics
- Apply knowledge of the customer's business to develop optimal solutions
- Identify and qualify new sales opportunities and develop plans for introducing new solutions through collaborative relationships.
- Cultivate successful partnerships with internal sales and marketing teams to efficiently maximize territory coverage.

## Qualifications Needed:

- Small Parcel/LTL Experience a plus\*\*
- 5-7 years previous sales experience required
- College degree preferred
- Excellent communication and customer service skills
- Writing & computer skills including the ability to utilize Microsoft Office
- Knowledge of Salesforce (CRM) a plus
- Experience in prospecting and development of territory
- Must be organized, detail oriented and self-motivated

## Benefits for Full-Time Employees

- 401K with employee matching

- Healthcare benefits
- PTO/Sick Leave
- Direct Deposit

**To Apply**

Please email your resume and cover letter to [salesjobs@gso.com](mailto:salesjobs@gso.com)

**EEO Commitment:**

GSO, a GLS Company, is an Equal Employment Opportunity (EEO) employer and is committed to a diverse workforce. We welcome all qualified applicants to apply to at GSO and we strive to select the best qualified applicant for each position in our organization. Applicants will receive fair and impartial consideration without regard to race, sex, color, national origin, age, disability, veteran status, genetic data, gender identity, sexual orientation, religion or other legally protected status, or any other classification protected by federal, state, or local law. GSO complies with all laws and regulations relating to employment discrimination, and are always committed to doing what's right.