



Inside Sales – Customer Development Representative

Location: San Ramon, CA

Department: Sales

Employment: Full Time

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 every day 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

The Customer Development Representative is an exciting opportunity for an ambitious sales person. This position is part of the GSO's Account Management Team building GSO's expansion into new markets and expanding GSO solutions to current portfolio of customers. The Customer Development Representative is responsible for building long-term relationships with a portfolio of clients. You connect with key decisions makers and stakeholders within your assigned client segment and successfully deliver GSO solutions according to the customers needs.

We are relentless in our pursuit to create a world class experience to every customer. Are you ready to join an exciting and growing organization with competitive rates, commission, health and 401k benefits?

Responsibilities & Duties

- Be the primary point of contact and build long-term relationships with assigned inside customers
- Assist customer through various mediums (email, phone, screen-share, presentations)
- Develop a 'trusted advisor' relationship with key accounts via the phone
- Evaluation of customer needs and suggest our solution to meet their objectives
- Solid command of communication and the skill to professionally communicate both written and verbally
- Forecast and track key account metrics
- Building knowledge of GSO systems, comfortable with various software applications including CRM tools such as Salesforce.com
- Work with a sense of urgency and ownership ensuring accountability outcomes in your control
- Adept at working in a fast pace and changing an environment, flexibility, making adjustments to your sales presentation based on best practices
- Ensuring the highest level of customer service resulting in increased productivity and achieved sales goals.

Qualifications Needed:

- Bachelor's degree (BA/BS), preferred
- 2+ years' inside sales experience, preferred
- Related work experience may substitute for degree
- Must be authorized to work in the United States



Essential Functions

- Excellent written and verbal communication skills for both internal and external communications
- Ability to listen, understand needs and respond with urgency
- Role requires a high degree of sales skills and attention to detail
- Ability to establish rapport and build relationships over the telephone
- Enthusiastic and self-motivated with a passion for wanting to do the best for the customer
- Experience working within account management/sales ideally in a B2B account management role
- Proficiency with Microsoft Office (Outlook, Word, Excel) required
- Salesforce.com experience preferred

Benefits for Full-Time Employees

- 401K with employee matching
- Healthcare benefit options
- PTO & Sick Leave
- Direct Deposit

To Apply

Please email your resume and cover letter to careers@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.