



Territory Sales Representative

Location: Kent, WA

Department: Sales

Employment: Full-time, Monday thru Friday

Salary: Salary plus Commission and Car allowance

About Our Company

Wouldn't it be great to work for a stable company with strong employee retention rates and a team of industry leaders with a true passion for what they do? GSO, a General Logistics Systems Company is that kind of company. We are established and fast-growing regional parcel and freight carrier offering service and pricing advantages over the national parcel carriers throughout the west. Our customers enjoy unsurpassed customer service levels and next day delivery with a substantial cost savings. That's why thousands of companies across all industries rely on us to deliver time-critical packages and documents every day.

Position Summary

We are expanding its smart, ambitious, and knowledgeable sales team and we are hiring for Territory Sales Representatives with responsibility for revenue growth in geographic regions. We are looking for a high-energy, positive professional with solid business-to-business sales experience who have the ability to create new business customers and expand existing customer relationships in medium and large-sized companies across many industries.

A Successful GSL Sales Professional:

- Is an organized self-starter with high activity levels
- Demonstrates the ability to develop collaborative business relationships with both prospects and customers
- Is able to navigate and understand a variety of business types and industries to identify opportunities and present optimal solutions
- Uses a clear and demonstrated application of a consultative sales process, including planning, needs analysis, deal economics, presentation, pricing negotiation and post-close implementation processes.
- Shows proficiency developing and managing a high-volume pipeline
- Has exceptional Territory Management expertise, including the ability to work cross-departmentally with internal teams to strategize and implement account management programs, QBRs and revenue development
- Uses current technologies to support internal processes and meet customer expectations
- Cultivates successful partnerships with internal sales and marketing teams to efficiently maximize territory coverage

Qualifications Needed:

- Small Parcel/LTL Experience a plus
- BA/BS – degree
- Minimum 5 years of demonstrated sales success in a B2B setting
- Excellent written and verbal communication skills
- Proficiency in Microsoft Office applications, including Excel

- Experience managing a territory and pipeline in CRM (Salesforce)
- Must be organized, detailed oriented and self-motivated

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 General Logistics Systems 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.