



Sales Manager

Location: Kent, WA

Department: Sales

Employment: Full-time

Salary: Salary, Commission

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 they do? GLS is that kind of company. We are an established and fast-growing regional parcel and freight carrier offering service and pricing advantages over the national parcel carriers throughout the west. GLS 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 GLS to deliver time-critical packages and documents every day.

GLS is expanding its smart, ambitious, and knowledgeable sales teams and we are seeking Sales Managers with responsibility for revenue growth in geographic regions. We are looking for a high-energy, positive management professional with solid business experience to build a sales team that is motivated to create new business customers and expand existing customer relationships in medium and large-sized companies across many industries throughout the pacific northwest.

Responsibilities & Duties

- Develop and execute annual sales plans.
- Set objectives, coach and monitor the performance of the sales team to achieve revenue growth.
- Provide on-the-ground support for sales representatives to create, monitor and close revenue opportunities through new customer relationships and by executing world-class account management strategies within the existing customer base.
- Create repeatable, sustainable processes and data-driven metrics around selling, account management and reporting
- Develop and implement new sales initiatives, strategies and programs to capture key demographics
- Monitor sales success across sales channels and pinpoint ways to penetrate new markets
- Assess the strengths and weaknesses of the sales team and manage the sales program accordingly
- Meet sales targets, monthly, quarterly, annually
- Ensure process compliance in sales applications tools (CRM)

Qualifications Needed:

- BS/BA Degree
- Minimum 5 years demonstrated success in B2B sales leadership positions
- Technical aptitude and curiosity for innovation
- Experience managing teams using CRM applications
- Proficiency in Microsoft Office applications, including Excel
- Clear communicator and effective problem-solving
- Strong decision-making abilities
- Excellent negotiation skills
- Works well with the sales team and across departments in a fast-paced start-up environment
- Ability to break down high level business problems into concrete solutions

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.