



Inside Sales Representative

Location: San Ramon, CA

Department: Inside Sales

Employment: Full Time, Monday thru Friday

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 / GLS 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. If you know Inside Sales, identifying sales opportunities, converting leads to sales, exceeding quota; while delivering world class customer experience, come join our passionate team of Inside Sellers at GSO / GLS.

Position Summary

As an Inside Sales Representative – you will be part of GSO / GLS's exciting expansion delivering solutions into new markets. We are looking for energetic, high output, sales people to join a fast-paced environment, growing business to handle outbound and/or inbound sales activities. Candidates must have above average telephone prospecting skills, be tech savvy and familiar with internet software. You will be responsible for proactively reaching leads or prospects, generating interest in GSO / GLS services and closing new business. The Inside Sales Representative is also assigned a book of business containing current customer business with retention and growth responsibilities of the customers.

Responsibilities & Duties

- Effectively increase revenue in assigned territory through a combination of prospecting for new sales opportunities, responding to inbound new account leads and managing the territory book of business
- Meet/exceed outbound dials, prospecting, lead qualification and closing sales quotas
- Act proactively to create opportunities for new sales with current customers or prospects
- Emphasize service or product features and benefits, discuss credit terms, quote pricing
- Demonstrable ability to get past the gatekeeper and to the appropriate decision makers
- Execute consultative selling skills identifying customer needs and developing a value added proposition supported by GSO / GLS product offerings
- Engaging with prospects via telephone and email to analyze their needs
- Relentless in asking probing questions to profile prospects needs and fit
- Overcoming objections to close quality sales opportunities and conversion of leads
- Maintain and expand the database of leads & prospects for the organization
- Implement GSO / GLS sales strategy meeting the needs of the revenue and profit objectives
- Conducting business dealings in a professional and proactive manner
- Being a trusted advisor for customers as well as internal contacts
- Be fast & flexible in a fast paced evolving environment
- Utilize CRM system on a consistent daily basis to self-manage selling activity, contacts, deals, strategies, reporting, and communications
- Proficient use of software inclusive of Salesforce.Com, MS Word ,Excel, and Outlook to communicate quotes and related communication on a daily basis
- Train and inform new and existing customers on the use of GSO's web based Customer Portal

Qualifications Needed:

- Must have a proven track record of inside sales experience and ability to drive new business
- Exceptional verbal and written professional communication skills
- Working knowledge of Microsoft Office (Excel, Word, Access and Outlook)
- Salesforce.com experience a plus
- Excellent telephone sales personality skills
- Excellent organization and presentation skills
- Excellent time management skills
- Highly energetic, motivated self-starter
- Decision-making, problem resolution and creative thinking skills
- Highly proficient with Microsoft Office (Outlook, Word, Excel) required
- Salesforce.com experience preferred
- Bachelor's degree (BA/BS), preferred
- 2-5 years business-to-business, telemarketing and inside sales experience required
- Must be authorized to work in the United States

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 careers@gso.com

EEO Commitment:

GSO / GLS is an Equal Employment Opportunity (EEO) employer and is committed to a diverse workforce. We welcome all qualified applicants to apply to at GSO / GLS 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 / GLS complies with all laws and regulations relating to employment discrimination, and are always committed to doing what's right.