

Inside Sales Representative

W.H. Breshears is a third generation independent marketer and petroleum distributor, and an award-winning lubricant distributor for Chevron products. Since its origin, the focus of the company's business has been on serving the petroleum needs of the fertile agriculture market, as well as the strong commercial and industrial markets of California.

POSITION SUMMARY:

The Inside Sales Representative is responsible for maximizing W.H. Breshears, Inc. market share, profitability, efficiency and customer satisfaction within a defined set of accounts. The Inside Sales Representative will partner with other sales team members to maintain and grow market share through the development of account relationships.

ESSENTIAL FUNCTIONS:

- Work closely with the sales team to identify and act on opportunities to increase market share;
- Complete customer credit applications and all supplemental documents for account set-up;
- Prospect by cold calling in order to develop new prospective customers;
- Provide customers with technical information;
- Enter and maintain accurate customer information in CRM system;
- Participate in meetings, and training opportunities to enhance and maintain personal and product knowledge;

REQUIREMENTS:

- Bachelor's Degree is strongly preferred, but will consider equivalent related experience
- Must have seasoned experience with Inside/Business to Business Sales, Cold Calling, Repeat and Customer Service/Follow-Up
- Experience with fuel/lubricants is preferable, but consideration will be given with other related or transferable industries and experience. Clients will include Agriculture, Trucking, Industrial, Food Processing, etc.
- Self-motivated with the drive to succeed
- Must have clean DMV record

ADDITIONAL INFORMATION:

- We provide competitive salary plus bonus, major medical, vision, dental and flex
- 401k
- Visit our website at www.whbreshears.com under careers for our employment application forms. DMV printout is required with application
- We are a drug free company and a Drug Test and possible background check will be required. All job offers are contingent upon the successful outcome of a pre-employment drug screen, health screen and background check
- Interested applicants are asked to submit their resume and including both salary requirements and a brief cover letter (no more than 200 words) explaining why you are a good fit for the position and what makes you a unique addition to the team

- We pride ourselves in providing excellent customer service and if you believe you have the skills and drive to become part of our company respond to this posting with your resume and job history; E-mail: sales@whbreshears.com or Mail: W.H. Breshears, Inc. Attn: Job Opening 720 B Street Modesto 95354
- Compensation - salary commensurate with experience