



Position: Customer Sales Representative (Full-time)

Our new Fishers, IN branch, is seeking an experienced, motivated **Customer Sales Representative** responsible for finding and engaging new customers. In this role, you are the face of First Call Logistics and our customer's first exposure to our growing branch. A successful sales representative will drive new business, maintain a portfolio of customers and grow existing accounts. This is a consultative selling role as you are designing supply chain solutions by listening to your customer's needs. From prospecting to closing a deal, you will leverage our network, technology, processes and First Call subject matter experts to improve our customer's supply chains. You are designing solutions to make supply chain's GO!

Responsibilities in this role:

- Source new sales opportunities through lead generation. Qualify at least **20 monthly prospects**.
- Identify the key decision makers and schedule **4 monthly face-to-face within the sales region**.
- Request referrals from all customers. Get **3-4 referrals** from each customer in your portfolio.
- Attend monthly networking events. The goal of joining **1 to 2 networking groups**.
- Spend **Mondays & Fridays** prospecting, researching, updating account notes, planning meeting agendas and developing CRM deals. Spend **Tuesdays through Thursdays** executing calls and meetings.
- Track and update pipeline opportunities through HubSpot CRM.
- Close sales and achieve monthly performance goals.
- Acting as primary customer contact directing SOPs to the customer support team.
- Ability to interpret and use internal or external data provided to speak to customer needs and communicate business insights. You are the customer's source of industry knowledge.
- Lead RFP or bid opportunities.
- Have fun while growing your sales and earning commission!

The ideal candidate is/has:

- Excitement and energy for building relationships.
- Negotiation skills and the ability to use market data to educate customers.
- Excellent communication skills both verbal and written.
- Limited travel and possess a valid driver's license.
- Proficient in Microsoft Office.
- Bachelors degree.

Why work at First Call Logistics?

- Competitive base salary with commission.
- Opportunity to advance your career in a fast-growing start-up branch.
- Work in Fishers, IN! Avoid the drive downtown, parking garages, and miles on your vehicle.
- Paid time off, paid holidays, health, dental.
- Matching Simple IRA and the ability for continued education through industry certifications.
- First Call swag, outings, and sales contest to promote team involvement.
- Participate in First Call charitable giving and fundraising events.
- An employee outside sales training programs.