

Your Energy Source.



### **Inside Sales Position (Full-time Job)**

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.

W.H. Breshears, Inc. is seeking qualified applicants for an immediate opening in our sales department. 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.

#### **REQUIREMENTS:**

- Bachelor's Degree is strongly preferred, but will consider equivalent related experience
- Must have clean DMV record
- Must have seasoned experience with Inside/Business to Business Sales, Cold Calling, Repeat and Customer Service/Follow-Up
- Must have strong computer abilities to include Excel and Word
- Knowledge of a CRM system
- Must demonstrate professionalism and courtesy at all times as well as excellent communication and customer service skills; be self-motivated and detail oriented; have a positive and optimistic attitude with the ability to deal with customers in various industries and at various levels; and be reliable, have personal integrity and be a team player
- Must be able to maintain and grow a book of business

#### **DUTIES, SKILLS, EXPERIENCE:**

Performs Sales/Account Management activities for assigned customer base or set local territory:

- Nurtures the customer relationship to maintain sales, uncover additional sales opportunities, and provide customer service
- Analyzes pricing to ensure gross margin guidelines and utilizes the full annual volume estimates to provide the best pricing possible
- Executes price increases and decreases for customers as requested by the client or management
- Escalates pricing issues to the client to retain business as needed
- Executes national promotions with specific customers
- Completes customer credit applications and all supplemental documents
- Executes equipment agreements
- Cold-calls leads and handle repeat business/customer service Key competencies
- Demonstrated success in selling products
- Demonstrated success in maintaining and growing business through relationship management and cross selling

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- Consultative selling
- Self-motivated with the drive to succeed
- Excellent verbal, written, and interpersonal skills

**ADDITIONAL INFORMATION:**

- Protected local territory to include Stanislaus, Merced, San Joaquin and Tuolumne Counties
- Rare overnight travel, occasionally for training or trade shows
- Company vehicle or mileage reimbursement
- Compensation is a combination of base salary and commission commensurate with experience
- We provide competitive pay, major medical, vision, dental, flex, and 401k
- Visit our website at [www.whbreshears.com](http://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
- All 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](mailto:sales@whbreshears.com) or Mail: W.H. Breshears, Inc. Attn: Job Opening 720 B Street Modesto 95354