



265 East Main Street, Branford, CT 06405
(866)928-6428 www.periship.com

Position: Inside Sales Representative

Job Description

Our enthusiastic and driven professionals focus on growing existing accounts and prospecting for new opportunities, speaking with decision-makers, analyzing their needs, and effectively delivering value-added solutions. An ideal candidate should have a minimum of 3 years of industry experience selling logistic services, including supply chain management, freight forwarding, and transportation solutions. This position is located in our Branford, Connecticut office. No relocation services will be offered for this position.

Primary Responsibilities

- Gathering data and actively listening to prospective and existing clients by using consultative methods to fully understand their business, uncover their problems, and identify areas of growth
- Creating and delivering customized solutions that provide value to clients' bottom line
- Conducting tailored, web-based presentations over the phone to showcase our unique business partnership model and wide product offerings
- Becoming a subject matter expert in our field and other related areas by acquiring ongoing marketplace intelligence, researching trends and best practices, reading business publications, seeking out learning and development opportunities and utilizing internal training resources
- Building and maintaining a healthy pipeline to achieve and exceed monthly quota
- Maintaining a high level of activity, manage multiple competing priorities, and working effectively in a results-driven culture
- Develop opportunities through cold-call prospecting, leads driven via webinars, email promotions, trade shows and events, web inquiries and phone inquiries, etc. using consultative sales skills
- Execute from an entrepreneurial approach – initiate proactive outbound phone follow-up calls to lay the groundwork, develop the foundation to nurture prospects into opportunities in the long run
- Responsible for achievement of quarterly, year-to-date and annual sales goals/targets
- Utilize CRM to ensure activities are documented properly, opportunities are forecasted accurately and adequate information regarding the prospect and/or opportunity is communicated
- Additional duties as assigned

Desired Skills and Experience

Language Skills

- Outstanding written and verbal communication, and time management skills
- Ability to read, analyze, and interpret complex documents
- Ability to respond effectively to sensitive inquiries or complaints from customers, both internal and external

- Ability to make effective and persuasive presentations on various topics to top management, public groups, and directors

Reasoning Ability

- Ability to solve practical problems and deal with a variety of concrete variables in situations where only limited standardization exists
- Ability to interpret a variety of instructions furnished in written, oral, diagram, or schedule form

Competencies & Attributes

- Strong communication, analytical and organizational skills, strong attention to details, ability to work effectively under pressure.
- Team player
- Multitask oriented and able to work in a fast environment
- Ability to recognize practical and appropriate solutions to business problems
- Ability and skills to effectively build teams and facilitate and empower staff and teams

Technical Skills & Knowledge

- Proficient in Microsoft office suite, and other applications as required

Benefits:

- Comprehensive Medical & Dental Programs entirely paid for by PeriShip
- Education Reimbursement Program
- 401(k) Program with strong employer match

All interested applications should send a cover letter and current resume to HR@periship.com. Thank you for your interest!