

**Employer: GC Micro**

**Title: Sales Representative: Looking for a Career in Sales?**

**Location:** Petaluma, CA

**Description:**

Join a company that will train you to become a sales professional! Join a sales team of fantastic people who are successful, professional, energetic and will help you achieve your personal and professional goals. Our outstanding sales team is the primary reason GC Micro is recognized nationally for exceptional service from both our corporate and government accounts since 1986.

We are expanding our inside sales team and have the following sales representative position available:

**Inside Sales Representative**

You are an engaging, motivated, self-starter with a positive attitude, using your talent to provide superior customer service that includes helping to prepare quotes, researching customer accounts and providing sales support. As you progress you will be making outbound calls presenting our company and developing business, responding to bids, sourcing products, providing product pricing and availability, and providing excellent customer service. Exceptional on-site sales training is provided

**Job Requirements:**

- \* Sales or customer service experience
- \* Pleasant and confident phone voice
- \* Strong verbal and written communication skills
- \* Proficient using MS Office
- \* Good organizational skills
- \* Able to multi-task and set priorities
- \* Able to use critical thinking skills in a variety of situations
- \* Have a good working knowledge of computer / IT products

**Preferred Skills:**

- \* Inside sales / telesales experience

**Benefits:**

We believe our team is our most valuable asset. We offer an exceptional on-site sales training program and a very generous compensation plan based on experience and performance. We also offer paid medical and dental insurance, paid vacations, holidays and personal days.

Our on site exercise facility will help keep you in shape!

GC MICRO continues to be one of California's most successful and award winning suppliers of computer hardware, software / IT products for over two decades. We are a national supplier of all major product lines including Apple, IBM, HP, Toshiba,

Microsoft, Cisco and SUN. GC MICRO has received major awards from our customers and suppliers for excellent performance as well as national awards for our company leadership in the industry.

GC MICRO'S unique approach to business is chronicled in numerous newspapers, magazine articles, and on television. Working at GC MICRO with our motivating and inspiring team is like no other experience you can have. We will provide you the highest levels of professional and financial growth available anywhere. Our employees rave about our positive environment of teamwork and support. We develop sales professionals!

Applicant SHOULD BE LOCAL IN THE NORTH BAY AREA, as we will not relocate. For more information about our company please visit [www.gcmicro.com](http://www.gcmicro.com)

**Position Type:** Full Time

**Desired Major(s):** All Majors

**Desired Class Level(s):** Senior (90-160 units completed), Graduate Student, Recent Grad (within 1 year of grad), Alumnus (after 1 year of grad)

**Salary Level:** \$2,000 - \$5,000/ month base salary DOE, competitive commission structure. Compensation based on experience and performance.

**Job Function:** Marketing/Sales

**Duration:** Full Time M-F

**Approximate Hours Per Week:** 40+

**Travel Percentage:** < 10% Travel

### **How To Apply**

**TO APPLY: Please email resume to [hr@gcmicro.com](mailto:hr@gcmicro.com)**

When applying please reference: SSU Sales