



ENTRY LEVEL SALES REPRESENTATIVE

We are Searching for a Highly Motivated, Entry-Level Salesperson

Looking for an exciting new challenge? Come join our company, a team that has been family owned since 1956. Learn the skills of a dynamic energy related industry that will challenge your abilities and build a great future in energy distribution that includes marketing, building relationships in the automotive, industrial, heavy duty and manufacturing industries.

We are actively seeking an aggressive business representative who can learn and grow with us! We offer a compensation plan with salary, and a monthly commission schedule. As a full time employee, you will also be eligible to receive pre-tax, company paid profit sharing, a generous matching 401k plan, a Kaiser health plan for you and your family, and paid vacation. **We are also seeking part time people.**

Applicant should be:

Based in the South Bay area
Aggressive and motivated
Prepared to think outside the box
Innovative and forward thinking
Hard working and tenacious

Responsibilities:

- Conduct outbound sales calls
- Present and demonstrate products or services to customers
- Close sales and achieve monthly targets
- Develop and maintain relationships with new and existing customers
- Collaborate with the sales team to strategize and implement effective sales techniques
- Provide exceptional customer service and address customer inquiries or concerns
- Stay up-to-date on industry trends and product knowledge

Skills:

- Fluent in English (verbal and written communication). Spanish is a plus.
- Experience in sales is preferred
- Proven track record in business development and sales is a plus
- Knowledge of inside sales techniques is a plus
- Familiarity with Microsoft Word

We offer competitive compensation, including a base salary plus commission, as well as benefits such as health insurance, paid time off, and professional development opportunities. Join our dynamic team and contribute to our continued success in the industry. Benefits with part time employment are DIFFERENT.

Benefits you'll appreciate while working as a full time employee at Western States Oil Company:

- **401(k)**
- **401(k) matching** (no cost to employee)
- **Company paid profit sharing** (no cost to employee)
- **Health insurance** (70% paid Kaiser medical for you and your family) + HR Pro Visa debit card to cover your co-pays
- **Dental insurance** (no cost to employee)
- **Vision insurance** (not cost to employee)
- **Life insurance** (no cost to employee)
- **Paid time off and paid holidays**

Job Type: Full-time Base Salary + Commission

Pay starting at: Commensurate with experience

Work Location: In person, San Jose, CA

Experience: Customer service: 3 years (Preferred)

Management: Reports to Director, of Sales

This Job Is Ideal for Someone Who Is:

- A Self starter
- Achievement-oriented
- Open to learning and taking on a variety of tasks
- Has the KILLER INSTINCT

Benefit Conditions: Waiting period may apply

Field Sales Rep, works in the office and in the field

Weekly day range: Monday to Friday

If this sounds like you and you want to be part of a family, and not just a company, then send your resume so we can set up a time to talk!

Send resumes to: ABERRY@LUBEOIL.COM