



# GMS INDUSTRIAL SUPPLY, INC

## *Great Material, Superior Service*

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SBA-WOSB

### GMS Industrial Supply, Inc. – Account Manager

Woman, Owned, Small business currently seeking Account Managers to provide assistance and offer support to all branches of local military commands. Prior military experience in Supply, Logistics, or experience working with military a plus. Opportunities are limitless and expansion happening daily. Prior experience in relationship building customer service. Lucrative opportunities for just making buyers aware of how to procure items we have available through multiple government contract opportunities. Contracts have been in place with good standing for many years. Continuous assistance from experienced Sales Managers and superior customer service support available for qualified Agents. Great opportunity for anyone seeking to support our military and make them aware of our premium products and impeccable service.

We are seeking competitive, self-motivated individuals who have the drive to succeed and desire to be a part of a dynamic customer service team. Hardworking, conscientious individuals need to be added to our team in your area.

#### Responsibilities:

- Responsible for maintaining and growing business in assigned territory.
- Field customer service position, responsible for servicing existing customers, obtain sales orders, and generate new business contacts.
- Understand procurement methods used by end users for obtaining material.
- Product demonstration.
- Timely & detailed reporting of customer contact information.
- Make recommendations and develop solutions to resolve customer issues.

#### Qualifications

- Excellent relationship building skills.
- Excellent communication skills.
- Customer service skills.
- Ability to self-start and work independently
- Experience in cold calling a plus.
- Stable work history.
- Valid driver's license and insurance.
- Reliable transportation.
- Background check required for military base access
- Must be able to lift 50 lbs occasionally.
- MILITARY BACKGROUND IN SUPPLY, LOGISTICS, OR PURCHASING

#### Compensation

BONUS/COMMISSION

Resume submissions should be sent to: [careers@gmsindustrialsupply.com](mailto:careers@gmsindustrialsupply.com)

Close Date: 6/1/20