

POSITION INFORMATION

Job Title: Inside Sales Representative

Department: Sales Department

Reports To: VP, Systems

ABOUT THIS JOB

Summary:

We're seeking a motivated and results oriented Inside Sales Representative to help expand our reach within the wholesale distribution industry. In this role, you'll identify and engage prospective customers, qualify opportunities, and work closely with our sales, engineering, and customer support teams to share and promote the benefits of PathGuide's contemporary warehouse management solutions.

You'll also work with our existing customers to identify opportunities for extending the value of PathGuide's warehouse management offering including additional software modules, and services that help customers grow their warehouse operations.

This position is especially suited to a sales professional who enjoys consultative selling, relationship building, and discovering what makes distribution operations successful, and what challenges they face.

Essential Duties & Responsibilities:

- Generate and qualify new sales opportunities through outbound prospecting, inbound leads, and targeted outreach
- Engage warehouse, operations, and leadership teams to understand their business challenges
- Educate prospects on how Latitude WMS can improve warehouse efficiency, inventory accuracy, operational performance, and customer service
- Identify opportunities to expand relationships, as a trusted advisor with existing customers, to better understand their goals and objectives for their warehouse operations.
- Proactively engage current customers to understand evolving operational needs and recommend solutions which may include additional software modules, system enhancements and services to deliver additional value
- Schedule and coordinate product demonstrations and discovery meetings with the sales team
- Maintain accurate records of leads, activities, and opportunities in the CRM system
- Follow up with prospects and nurture opportunities through the early stages of the sales cycle
- Collaborate with marketing and sales leadership to support marketing campaigns and lead generation initiatives
- Meet or exceed monthly and quarterly pipeline generation and revenue targets

**Supervisory Responsibilities:**

This position has no supervisory responsibilities.

Qualifications & Experience:

- A bachelor's degree in business, marketing, supply chain, or a related field, or equivalent professional experience
- 3-5+ years of experience in inside sales, business development, account management, or lead generation
- Fluency with software/systems vernacular
- Strong communication and relationship-building skills
- Ability to understand and communicate business and operational challenges
- Highly organized with strong follow-up and time management skills
- Self-motivated and excels in meeting or exceeding expectations
- Experience with CRM tools (Salesforce, HubSpot, or similar)

Physical Demands & Work Environment:

Reasonable accommodations may be made to enable individuals with disabilities to perform the essential functions.

COMPANY INFORMATION**Company Background:**

PathGuide Technologies, Inc., a privately held company founded in 1989, is a leading provider of warehouse automation solutions for wholesale and industrial distributors across North America. PathGuide's software and services help suppliers increase productivity and order accuracy, improve customer service, and lower labor costs, all of which ultimately drive profitability. We work closely with our clients to develop those procedures and systems which fit their business needs. We provide consulting, software, hardware, and complete system integration services. Visit us at www.pathguide.com.

APPLICANT INSTRUCTIONS**Instructions:**

Please supply résumé and cover letter to: humanresources@pathguide.com.

- Location: Bothell, WA
- This is not a remote position, local applicants only
- Compensation: \$80,000 - \$100,000 annual salary range, plus commission