



Job Description

Position Title: Sales / Freight Agent
Department: Logistics

Position Summary: Achieves maximum sales profitability, growth and account penetration within an assigned territory and/or market segment by effectively selling the company's products, modes and services. Personally contacts and secures new business accounts/customers.

Key Responsibilities:

- Promotes/sells/secures orders from existing and prospective customers through a relationship-based approach.
- Identify and generate new sales opportunities through analysis and discovery.

Details of Function:

- Establishes, develops and maintains business relationships with current customers and prospective customers in the assigned territory/market segment to generate new business for the organization's products/services.
- Makes telephone calls and in-person visits and presentations to existing and prospective customers.
- Researches sources for developing prospective customers and for information to determine their potential.
- Develops clear and effective written proposals/quotations for current and prospective customers.
- Expedites the resolution of customer problems and complaints.
- Review sales activities and prospective customers with management staff.
- Coordinates sales effort with marketing, sales management, accounting, logistics and technical service groups.
- Analyzes the territory/market's potential and determines the value of existing and prospective customers value to the organization.
- Creates and manages a customer value plan for existing customers highlighting profile, share and value opportunities.
- Identifies advantages and compares organization's products/services.
- Plans and organizes personal sales strategy by maximizing the Return on Time Investment for the territory/segment.
- Supplies management with oral and written reports on customer needs, problems, interests, competitive activities, and potential for new products and services.
- Keeps abreast of product applications, technical services, market conditions, competitive activities, advertising and promotional trends through the reading of pertinent literature and consulting with marketing and technical service areas.
- Participates in trade shows and conventions.

Educational/Experience:

Bachelors Degree preferred, but not required. One plus year's transportation Logistics Sale's experience preferred, but not required.

Company Highlights:

- Unlimited Compensation
- 20 + years of solid financial strength both asset and non-asset
- Exceptional Commission Rates
- Weekly direct-deposit, based on previous week's invoices
- Multiple modes: Flatbed, Van, Temperature – Controlled Vans, LTL, Rail, Etc
- Expansive Nation-wide carrier base
- Accelerated payment programs for carriers
- Best-in-class transportation management system
- Access to third-party tools, like DAT, TruckStop, and PC Miler
- Experienced and Specialized Accounting staff
- Experienced Carrier Management Team with a relentless focus on elite customer service