

Carrier Sales Professionals – I'm looking at you! We have partnered with a successful and growing 3PL/multimodal transportation company which has been in business over 10 years and is located in the O'Hare area. We are seeking a Carrier Sales Manager to lead a group of varying carrier sales experience in the industry. In this role you will mentor the group, further develop sales activity, and help them to generate more revenue. You are the ideal candidate if you have at least five years of experience in 3PL, have experience as a Carrier Supervisor/Manager, at least 8 years' experience leading a team, and have a proven ability to increase profitability. This is the role for you if you are a Carrier Sales Manager with strong leadership ability and can drive the team to the next level.

#### Responsibility

- Manage and direct a team of Carrier Sales Representatives; Provide training and guidance as to how to improve efforts at securing carriers and becoming more cost-effective and improving rate of return
- Conduct regular review of team performance and further develop their overall ability to work successfully as a team and autonomously
- Support for carrier sales representatives in contract negotiations, pricing, entering client information into database, and providing superior customer service
- Review, analyze, set, and improve metrics which the team must meet and help them to meet and exceed those goals
- Manage carrier relationships and regularly evaluate their performance and qualifications

#### Qualifications

- At least five years' experience in 3PL sales, carrier sales, or carrier sales management
- Strong ability to mentor, train, and foster a team of carrier representatives to improve sales efforts and drive metrics
- Proven ability to sell profitably, build and maintain relationships, and close deals
- Excellent ability to negotiate contracts, manage pricing and rates, expand carriers
- Extensive 3PL industry knowledge and ongoing pursuit of changing information
- TMS or CRM database Proficiency
- Superior communication skills – verbal and written

If you or someone you know is qualified for and interested in the Carrier Sales Manager job in the O'Hare area, please send resumes to [aberlanga@advancedresources.com](mailto:aberlanga@advancedresources.com). The client is very motivated to move quickly.