

Seasoned, Experienced Logistics Sales Executive

Job description

Red Dog Logistics Inc is an expanding company that is looking for a individual that is looking to participate in the continued growth and evolution of a full service transportation company.

The Senior Logistics Sales Executive is responsible for managing their sales efforts to expand the Company's customer base for their Logistics, Managed Freight Services, and Asset businesses within the State of Illinois and any other States within the United States. Their goal will be to generate net new business and ensure that sales targets are met or exceeded across all lines of business. Red Dog Logistics products include the full spectrum of the supply chain cycle from planning, procurement, and execution. The product is comprised of software, staffing, assets and logistical network.

The Senior Logistics Sales Executive will work closely with the Logistics team and external customers as an integral part of an aggressive growth plan in North America. This is an exciting opportunity for a sales professional who enjoys a fast-paced environment, works well independently, as well as, with a dynamic team.

The executive will be responsible for connecting with senior level management with decision making power for the software, Logistics, and supply chain solutions. The main role will be to build rapport and relationships with DM and build logistical solutions based off the feedback and information we attain through the relationship.

Responsibilities

- Generate leads through cold calling, networking and referrals.
- Manage a balanced sales funnel. Execute all steps of the sales process from target to close to continually securing new business.
- Exceed all standards for prospecting calls, presentations, proposals and closes.
- Maintain and grow new business in an assigned territory.
- Ensure a high level of customer satisfaction - maintain close contact with all customers – including follow up on concerns or other issues.
- Provide a solution-based sales approach to drive new business across multiple lines of business; Logistics, FTL, LTL, Reefer, Flatbed, Intermodal, Asset solutions and Managed Solutions.
- Negotiate contracts and rate agreements.
- Develop, execute and monitor strategic and tactical goals to maximize sales, profit and to ensure sales targets are met or exceeded. Provide documented activity reports of your sales efforts on a daily, weekly and monthly basis.
- Provide ongoing reporting and analysis, including: territory trending, sales reports/analysis, CRM reports, trade spending analysis, expense reports, etc.
- Follow all company policies, ethics and company procedures. Experience:
- Minimum 3+ years' experience within the Asset-Based Transportation industry in a Senior Sales Executive or National Account sales function.
- Post-secondary degree and/or coursework in Business Administration / Commerce is preferred but not essential if candidate has appropriate sales training or experience.

- Extremely organized, flexible, proactive and creative.
- Excellent selling, presentation and communication skills.
- Strong business knowledge of North American transportation modes and customers.
- 2-3+ years of experience selling Logistics, FTL and Climate freight is an asset.
- PC Competency in PowerPoint, Word and Excel program.
- Possession of a valid license and a suitable vehicle (extensive travel required).
- Travel within Illinois / other U.S. States and some Canadian travel may be required (15%). This position offers a \$85-\$100 K Starting Salary + Commission + Health Care + 401K Program (Salary is only guaranteed for the first year)

If interested, please contact David Dornbos at David@reddoglogisticsinc.com.