



## **Junior Broker**

*Charleston, SC*

### Key Responsibilities

- Understand and analyze North American transportation market
- Negotiate pricing with vendors
- Match client demand with market supply
- Build positive relationships and rapport through daily and direct contact with key stake holders including clients, partners and other vendors Assist account managers with the client's supply chain
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- Assist with quoting all new and existing business opportunities for multiple transportation modes
- Communicate with dispatch, drivers, and other parties to ensure freight moves in a timely manner
- Effective application and usage of various software and technology
- Manage shipment lifecycle through our transportation management system (TMS)

### Qualifications and Requirements:

- Strong verbal and written communication skills
- Works well with a diverse group of people
- Excels at managing multiple projects simultaneously
- College degree preferred
- *Previous work experience, including internships, in logistics or transportation a plus*

### Technical Requirements:

- Willingness to master our transportation management system (TMS) and other business systems
- Previous experience in Microsoft Office applications

### Key Performance Indicators (KPI)

- Maintain service excellence - retain and grow designated accounts through service excellence and account penetration
- Problem resolution/process improvement
- Proactively monitor shipment lifecycle events
- Obtain all required documentation

### Key Benefits

- Competitive salary
- Bonus potential
- Industry training