



## **Logistics Sales Executive: Full-Time, Entry Level**

Charleston, SC

### Key Responsibilities:

- Build positive customer relationships through daily and direct customer contact
- Generate revenue through inside sales
- Determine customer requirements on agreed upon service to exceed customer expectations
- Develop, maintain and strengthen relationships as needed within customer base to achieve optimum account penetration
- Effective application and usage of technology
- Ability to process booking requests to close business on the spot

### Qualifications and Requirements:

- Self-starter and capable of initiating action and closing deals
- Strong verbal and written communication skills
- Works well with a diverse group of people
- Excels and managing multiple projects simultaneously
- Exhibits and promotes mutual respect
- College degree preferred, but not required
- *Previous work experience, including internships, in logistics or transportation a plus*

### Technical Requirements:

- Willingness to learn various internal research and reporting tools
- Previous experience in Microsoft Office applications

### Key Performance Indicators (KPI)

- Telesales calls on all new potential customers
- Volume, Revenue and Margin
- Lead conversion ratio
- Expense to Revenue ratio
- Number of churn and new accounts

### Key Benefits

- Base salary during training period
- 100% account ownership
- No limit on commission