

Job Title: Logistics Account Manager

Role Facts:

We are looking for our next A-Team member to join our growing Logistics and Transportation team. You will work directly with customers to deliver outstanding customer service and help grow the business by creating mutually beneficial solutions – “Win-Win”. Prepares work to be estimated by gathering proposals, blueprints, specifications, and related documents.

- Establish and maintain customer relationship, assess client specific needs, and promote the services of the organization to achieve the sales goals.
- Sales growth – A major focus of the Account Manager role is on selling logistical solutions to customers and prospecting for new business.
- Account management – Individuals who work in this position are responsible for managing daily operations to ensure to customer satisfaction.
- Accept new customer orders, create them in our TMS, schedule appointments, and deliver “best-in-class” customer service.
- Utilize business development skills to identify, qualify and develop relationships with current customers and independently generate new sales revenue.
- Leverage inside selling tools, training, technology, and strategic processes to deliver results.
- Work closely with operations to ensure we’re providing exceptional service to our customers.
- Prepare rate quotes and RFPs for existing customers on new opportunities – TL and LTL.
- Accurate data capture, data integrity and system entry in all customer-related functions in company TMS.
- Effectively utilize data and problem-solving skills to proactively resolve customer issues.
- Work diligently to develop and master industry and sales knowledge, including prospecting, pipeline development, closing business, managing accounts, spot market vs. contract pricing,

What Really Excites Us:

- Thinks Outside of the Box
- Not Afraid to take risk and make a play
- Delivers "WOW" Customer Communication
- Believes in Attitude vs Skill
- Open to New Ideas & Change
- Has Fun

The A-Team:

Skateboarders, Brainiac's, Fishermen, Photographers, Yoga Lovers, Video Game Enthusiasts, Writing Wizards, and every other type of personality out there. Above all else, we are a family.

The Inside Scoop:

We understand that applying to a new role can be intimidating, we have been there. We are different. We are not looking to hire professional interviewers; we are looking to hire good people. So, take a breath and relax. We just want to get to know you.

Remember that you are in the interviewer chair with us. Most crucial, have fun and try not to take yourself too seriously.