

Business Development/ Inside Sales Representative

Overview:

AmeriLux Family of Companies is hiring! At AmeriLux Logistics, we provide innovative third-party logistics solutions, exceptional customer service, and strategic partnerships that drive value for our clients. As a Business Development / Inside Sales Representative you will play a critical role in expanding our transportation and logistics services, identifying new business opportunities, and fostering long-term relationships with clients. This role is perfect for a results-driven, strategic thinker who thrives in a fast-paced environment. If you have a passion for logistics, sales, and customer engagement, join the A-Team and help drive the future of AmeriLux Transportation.

Key Responsibilities:

Sales Generation – Develop sales strategies to engage with prospects on a daily basis to solicit and secure opportunities. Use various modes of communication to say relevant with each prospect.

Quote Generation – Negotiate pricing for the best win win for the customer and AmeriLux Logistics. Utilize price lists and additional resources to ensure pricing is within a specified margin. Send and follow up on all quotes timely. Track all quotes in our ERP system.

Opportunity/Funnel Management – Track and manage all prospects keeping an organized pipeline. Communicate opportunities to management when necessary.

Metric Management – Review personal metrics and develop actions plans to meet and exceed personal and department goals.

What We're Looking For:

- Experience in logistics, freight brokerage, transportation, or a related field.
- Sales driven with strong negotiation skills.
- Strong communication skills using multiple channels
- Ability to manage multiple relationships and build a strong pipeline.
- Goal oriented and driven to meet and exceed personal goals.

Benefits

The AmeriLux benefits package includes a nationally award winning zero-dollar deductible healthcare plan created to ensure peace of mind and comprehensive care for all A-Team family members.

Our onsite healthcare clinic, free to all team members, provides convenient access to high-quality medical care with a personalized touch from physicians who take the time to get to know you. In addition, we offer comprehensive dental and vision insurance, as well as disability and life insurance to ensure you and your family are protected. Our benefit plan includes a 401(k) match, employee assistance program, paid time off, and flex spending account access.

Supplemental Pay: Bonus pay, profit share.

About the A-Team:

At AmeriLux, we value culture above all else and look towards the future with optimism. Our goal is to place our team members in a position that will make them feel the most fulfilled. Our team members are empowered to make a play as we believe that the only people who have never made a mistake are those who have never done anything. We value new ideas and use the power of the magic of momentum as we continue to grow and add invaluable new members to the A-Team.