



Freight Broker Sales / Logistics Sales Rep – Florence, Kentucky

Position: Full-Time

Pay: \$45,000 to \$100,000 Yearly (plus commission)

Job Description: As a Logistics / Carrier Sales Representative, you will be providing truckload fulfillment services for Commercial Transport Inc clients. Along with your teammates, you will be responsible for creating and continuing customer and carrier loyalty, stimulating growth and partnership, enhance profitability, while also prioritizing excellence in the execution of services. Be the liaison between our Carriers and Sales team throughout shipment life cycles.

The primary function of the logistics sales representative position is to sell customer freight solutions.

The role ensures a high volume of customer interactions, encompassing prospecting, cold-calling, and closing deals, customer service, and account management.

Responsibilities:

As a Sales Representative for Commercial Transport Inc, you will:

- Build your own book of business while handling your customers' transportation needs 24/7/365.
- Make calls to establish relationships and build your book of business from the ground up.
- Sell and close new and existing customers to move their freight.
- Negotiate price with shippers and carriers.
- Manage daily shipments, resolving issues, to ensure pickup and delivery is on time, 24/7/365.
- Be honest and proactive in all your communications - internally and externally.

Requirements:

- Bachelor's degree
- Strong problem solving, analytical, and negotiation skills.
- Experience with closing sales deals
- Proficient written and verbal communication
- Excellent attention to detail and problem solving / analytical skills, multitasking, and technological skills.
- Exceptional customer service and interpersonal communication skills
- Proven experience with high call volume in a sales environment
- Ability to multi-task and troubleshoot various problems as they arise.

Benefits:

- \$45,000.00 base salary + uncapped commission (base salary dependent upon experience)
- Opportunities for advancement
- Eligible for full health benefits after 90 days of employment (medical, dental, & vision Commercial Transport Inc. is proud to offer paid time off, a casual yet professional work environment, and many benefits to our employees.

The Company:

Commercial Transport Inc, founded in 2014, is our freight brokerage division. Our team of experts understand ongoing transportation challenges and unique customer requirements. We are specialized in providing highway transportation solutions whether it is one load or multiple loads. Our team of brokers at Commercial Transport Inc believe in creating a partnership with our selective core carriers to achieve the same goal of providing reliable, high-quality service for our customers.

With more than a dozen different divisions– from temperature control to intermodal rail services Commercial Transport Inc. can combine several supply chain management services for each customer.

- Temperature Control
- Highway Brokerage
- Intermodal/Rail

It is the policy of Commercial Transport Inc. to provide equal employment opportunity (EEO) to all persons regardless of age, color, national origin, citizenship status, physical or mental disability, race, religion, creed, gender, sex, sexual orientation, gender identity and/or expression, genetic information, marital status, status with regard to public assistance, veteran status, or any other characteristic protected by federal, state or local law. In addition, Commercial Transport Inc. will provide reasonable accommodation for qualified individuals with disabilities.