



INDEPENDENT SALES PROFESSIONAL

GREATER NASHVILLE AREA

Job Details

Education Level 4-Year Degree

Job Description

General Purpose of Job: To meet and exceed sales projections by selling domestic or international freight forwarding services using proven professional sales techniques. It is important to develop relationships with local businesses, acquire new sources, and maintain existing accounts. This includes prospecting new clients for business, making sales presentations, negotiating rates, and providing customer service during and after the sale.

Essential Duties and Responsibilities:

- Meet and exceed annual sales objective (minimum of \$250,000 in gross profit) in the assigned territory by promoting and selling ICAT's freight forwarding services through a relationship-based approach to their existing client base;
- Personally contact and secure new business accounts/customers by presenting ICAT services to existing/potential customers;
- Identify potential growth areas and open new accounts;
- Establish, develop, and maintain business relationships with current customers and prospective clients in the assigned territory and generate new business for ICAT's services across all modes of transportation;
- Meet monthly and quarterly combined market projections;
- Make telephone calls, in-person visits, and presentations to existing and prospective customers;
- Develop clear and effective written proposals/quotations for current and prospective customers;
- Coordinate sales efforts with marketing, sales management, accounting, and operations groups, ensuring all groups work together effectively;
- Plan and organize personal sales strategy by maximizing the return on investment for the market; and
- Supply management with oral/written reports on customer needs, problems, interests, competitive activities, and potential for new products and/or services.

Qualifications

Job Qualifications: Bachelors Degree in Business Management, Business Administration, Logistics Management, Supply Chain Management, Transportation, or other field and 3-5 years logistics experience **OR** equivalent combination of education and experience.

- Able to exercise judgment in the appropriate approach to specific targeted accounts and foster accountability for achieving the numbers
- Excellent interpersonal and communication skills, including verbal and written with an emphasis on actively listening
- Ability to gain credibility with existing and potential customers, plan and effectively set priorities, and handle multiple tasks simultaneously

Industry Experience:

- Provided innovative solutions to customers
- Worked/working in a response-oriented industry
- Experience in building and maintaining strong customer relationships
- Ability to successfully qualify and close opportunities
- Ability to operate and adapt in various cultural settings

Personal Characteristics:

- Highly-driven and goal-oriented
- Persistent in pursuit of objectives and sales goals
- Aggressive and consistent in customer follow-up
- Superior verbal skills to influence or motivate people
- Thinks strategically and sweats the details
- Credible and strong aura of personal integrity, loyalty, and dedication
- Optimistic outlook toward all activities
- Will naturally adopt ICAT's core values and assimilate to our culture