**Job Designation** – Sales

The ideal candidate is a motivated, well-organized individual who has a deep understanding of prospecting and developing strong relationships with customers.

**Responsibilities**

* Develop and execute strategies to drive business in new and existing markets
* Partner with Talent Acquisition to identify and recruit top sales talent
* Mentor employees to help them achieve individual & team objectives

**Qualifications**

* Relevant sales experience in B2B warehousing, transportation, WMS, TMS sales
* Experience in Integrated supply chain sales encompassing Transport, Storage - Warehouse, Bonded, FTWZ sales, Clearance, forwarding and related value added services
* Exceptional relationship management & communication skills to assist with planning & budgeting, organizing & staffing, controlling & problem-solving
* Bachelor's degree or equivalent experience in Business
* 5+ years' of sales experience
* Excellent written and verbal communication skills
* Excellent financial and process analytical skills
* Ability to work effectively in a customer driven deadline environment