



<https://titanexecutivesearch.com/job/entry-level-logistics-sales-account-manager/>

## (Entry Level) Logistics Sales Account Executive

### Description

#### Incredible Entry Level Sales Career Opportunity!

**Looking for a long-term sales career in Logistics? Are you new to Sales and looking for a Sales Training program where you can develop and learn under some of the best in the industry?**

Our well-established 3PL client has an immediate opening for TWO Entry Level Account Executives to enter into their Sales Training program in order to develop and learn to sell their logistics services to companies across New Jersey, Michigan and surrounding states!

### About the Company

Our client has been selling Transportation and Logistics solutions to the nation's Commercial verticals since 1999. They are privately-held and experiencing solid growth. They are seeking to add two more members to their Sales teams; one in Grand Rapids, MI where their Brokerage division is located and another in Pennsauken Township, NJ where their Asset-based division is located.

Our client develops long term relationships with a variety of commercial customers in the Greater New Jersey and Michigan areas that include Manufacturing, Distribution, Wholesale companies and more. You will be a vital piece to this process as you will be the face of the brand and will consultatively prospect, present and close new accounts. Once you close on these relationships, you will continue to provide outstanding customer service on a regular basis and continue to receive the commissions.

### About the Position

The position includes entering into the company's sales training program and begin learning how to sell and how to close new business. Each position offers \$50k – \$60k in base salary and commissions on all new business closed. The newly closed accounts will belong to the Account Executive and they will continue to maintain those new accounts and receive commissions. This is a Full-Time position that offers a competitive benefits package.

### Ideal Fit

Our ideal fit would be a self-starter who is driven to succeed and looking to enter into a B2B/Logistics sales career. We are looking for character first; someone who says what they say they're going to do, keeps their promises and does the right thing even when nobody is watching. Next, we are looking for someone who has the personality for sales that include both in person and over the phone. Someone who has the charisma to maintain a good conversation over dinner and maintain long term, positive business relationships with clients. Finally, if someone has some sales experience this would be a plus but not required.

### Hiring organization

Titan Executive Search

### Employment Type

Full-time

### Industry

Transportation/Logistics

### Job Location

Grand Rapids, MI, USA

### Base Salary

\$ 50000 - \$ 60000

### Date posted

March 21, 2024

This is truly a long-term sales career for the right candidate as you will start receiving top-notch sales development & training right away to help make you a huge success in sales.

If you feel you are the right individual for this incredible sales career opportunity then I want to hear from you today!

### **Responsibilities**

- Identify, contact, prospect, present and close new accounts across the defined area
- Continued relationship management of all accounts closed accounts
- Become the face of the brand in your respective area in order to achieve maximum sales results
- Produce reporting as requested by leadership
- Other duties as assigned by leadership
- Ensuring timely customer communication for quotes, order acceptance, and exceptions
- Coordinating with internal capacity teams to ensure that pickups, tracking, delivery updates, documentation and invoicing occurs with your shipments
- Meet with customers at least once per month in person.
- Work within CRM to build a customer pipeline and track close rate.
- Onboarding new clients with a focus on shipment execution and communication

### **Qualifications**

- Willing to learn the industry and the company's sales approach
- Integrity – Do what you say you're going to do – deliver on promises
- Great attitude accompanies by a great work ethic
- Love to Compete & Win with a passion to service & “WOW” clients
- Must be motivated, driven and have a sense of urgency.
- Strong communication skills
- Proficiency in MS Office
- Consultative Sales approach – willing to call on/visit/touch customers 5 – 6 times before making the sale

### **What We Offer**

- \$50 – \$60k base salary + commissions & residuals
- First in Class sales training & development
- Company Benefits (Health, Dental, Retirement & more)
- Incredible Team Support and work environment