



# EXTERNAL JOB POSTING

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## Logistics Account Executive - Sales

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**FREIGHTCOMPASS** is currently seeking applicants for several open positions in Operations. This job is being posting internally and externally. If you are interested and believe you have what it takes to be successful, send your resume to [careers@compassgl.com](mailto:careers@compassgl.com).

We are a rapidly growing firm that will reward your efforts, giving you greater opportunity to achieve your financial and long-term career goals. Join the **FREIGHTCOMPASS** team and accelerate your career!

We are committed to training and mentoring our employees and giving them opportunities to excel. Your exciting career with FREIGHTCOMPASS will challenge you to reach beyond your best as you learn your position, gain knowledge and master core skill sets in the logistics industry. We invest in our people and our technology while striving to deliver the best solutions in our industry.

Starting Salary: 35,000 - 40,000 per year plus unlimited Commissions (no cap)

### Daily Tasks and Responsibilities

1. Always Hustle. Never Settle.
2. Grow and maintain your book of business by identifying leads, developing relationships, and delivering value to prospective clients.
3. Stay motivated while making high volume outbound phone sales calls to potential and existing clients.
4. Manage your sales activities and business plan using CRM tools and the **FREIGHTCOMPASS** Transportation Management System.
5. Work individually and as a team to meet sales goals and grow your book of business.
6. Develop new client SOPs and quarterback the operations team effort to deliver personalized service to meet the needs of all clients.
7. Utilize an entrepreneurial mindset for your book of business.



## Qualifications

1. Bachelor's degree or equivalent work experience.
2. Driven, enthusiastic and highly motivated individual
3. Thrives in a competitive and fast-paced work environment.
4. Exceptional problem solving and decision-making ability.
5. Ability to work with a team, while also delivering independent results.
6. Demonstrated capacity to persuade, motivate and influence others in person and over the phone.
7. Strong interpersonal and relationship building skills.

## Why **FREIGHTCOMPASS**?

1. Family-centered culture –you are not just a number here, you are part of our family
2. Grow into your logistics career with us in a valuable role with long-term growth opportunities.
3. Career path – exceptional advancement opportunities
4. Get extensive training by experts in the logistics industry.
5. Fast-paced team environment
6. Competitive salary
7. Excellent Health Insurance
8. Paid vacation
9. Work-life balance
10. Team building events
11. Free Lunch Fridays! Have lunch on us every Friday.

## EEO Statement

**FREIGHTCOMPASS** provides equal employment opportunities (EEO) to all employees and applicants for employment without regard to race, color, religion, gender, sex, parental status, national origin, age, disability, genetic information, political affiliation, or military service in accordance with all applicable federal, state and local laws.

