

## **Sales Executive**

Cargo Logistics Group provides tailored, full service International and Domestic logistics solutions to our customers in the US and around the globe. For the past 23 years, we have dedicated our resources to expand upon our people-first philosophy, while upholding a high-level of experience and industry skills that allow our agents to efficiently coordinate and regulate the movement of freight over air, land and sea.

Cargo Logistics Group is looking for an experienced to join its team in Columbia, MD. The position is responsible for maximizing existing sales and developing new business through sales, marketing and customer support.

### **Benefits:**

- Location: Columbia, MD
- Competitive compensation
- Car allowance
- Medical insurance
- Retirement plan with company match
- Paid vacation and holidays
- Positive, high-energy, committed group of professionals

### **Qualifications:**

- Bachelor's Degree or a demonstrated equivalence in job-related experience
- A minimum of 3-5 years Freight Forwarding sales experience
- Proven track record of progressive sales experience
- Desire and ability to provide excellent customer service
- Natural ability for interfacing with customers
- Proficiency in Microsoft Office applications – Excel, Word, PowerPoint & Access
- Exceptional organization skills and the ability to meet deadlines
- A self-motivated work ethic, with the ability to work both independently and as part of a team
- Valid Driver's License and a willingness to travel within an assigned territory

### **Tasks and Responsibilities:**

- Responsible for the growth of both Air and Sea freight sales
- Target, prospect and nurture new partnerships with customers
- Identify and properly qualify business opportunities
- Leverage relationships to continuously bring new opportunities to the table
- Achieve assigned sales objectives and ensure targeted fiscal KPIs
- Track sales activities and provide timely and accurate sales reporting according to company standards

- Keep abreast of developments in the local markets
- Serve as a liaison between new customers and operational staff to ensure proper service to customer is achieved.

Qualified applicants should send a resume and cover letter to:

[careers@cargologisticsgroup.com](mailto:careers@cargologisticsgroup.com) \*We are unable to support "sponsorship of Visa".