



## **Cargo Logistics Group: Sales Executive**

Cargo Logistics Group is an International and Domestic Freight Forwarder, NVOCC and Global Logistics provider delivering a complete set of services including Import, Export, Air, Ocean (FCL/LCL) together with all Domestic Transportation needs. We offer a full service International and Domestic logistics solution to our customers in the US and around the globe.

### **Summary of Position:**

Cargo Logistics Group is looking for an experienced Sales Executive to join its team. The position is responsible for the attainment and development of new business targeting all The Company services. The position will be responsible for all aspects of the sales cycle from lead generation, prospecting and qualifying, pricing, proposal presentation, implementation and follow up. The Sales Executive will be expected to plan, develop and execute sales strategies and to stay informed regarding competitive services and pricing.

### **Tasks and Responsibilities:**

- Sales Executive will be expected to develop and implement strategic sales plans in accordance with Company goals, ensuring targeted KPI's are met.
- Conduct market research to identify and properly qualify business opportunities
- Responsible for the growth of all the Companies core services
- Target, prospect and nurture new partnerships with customers, building relationships with key decision makers.
- Leverage relationships to continuously bring new opportunities to the table
- Create Profiles for each new customer and coordinate and support the on-boarding process between the customer and operations.
- Track sales activities and provide timely and accurate sales reporting according to Company standards
- Serve as a liaison between new customers and operational staff to ensure exemplary customer service.
- Reflect the professional image of Cargo Logistics Group, in all company/client related interactions.

### **Qualifications:**

- Bachelor's Degree or a demonstrated equivalence in job-related experience
- A minimum of 3-5 years Sales experience in Logistics/Freight Forwarding/ NVOCC/ Transportation Industry.
- Knowledge of services including Ocean/Air, Import/Export, Trucking/Drayage/Domestic/Brokerage.
- Knowledge of rates and current market conditions
- 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

### **Benefits:**

- Base Salary + Commission
- Car allowance
- Medical, Dental and Vision
- Short- and Long-Term Disability
- Life Insurance
- Retirement plan with company match
- Paid vacation and holidays
- Positive, high-energy, committed group of professionals

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".