



Carrier Sales Representative

The Carrier Sales Representative is responsible for sourcing and procuring carrier services, using on the spot sales and negotiation skills while always focusing on growing long-term relationships and the financial goals of the organization. This role excels at problem solving, communication, and teamwork in a fast paced, high energy and competitive work environment.

Knowledge – Skills – Abilities (minimum)

Education: Bachelor's Degree (preferred)

Experience: (2+ years of experience of the following is preferred)

- Working knowledge and practical experience of the transportation and logistics industry
- Participating in a fast-paced, high energy workplace
- Building and developing strong relationships
- Persuading, motivating, negotiating, and influencing skills
- Understanding urgency and time critical operations to support the needs of the business
- Phone skill rapport
- Highly motivated, enthusiastic, and self-driven

Technology/Software:

- Microsoft Office Suite – Outlook, Teams, Word, Excel, PowerPoint etc.
- TMS (Transportation Management Software)
- DAT, Carrier411, Truckstop,
- MacroPoint, Project44

Communication:

- Excellent communication skills; written and verbal

Position Responsibilities – Tasks – Deliverables

- Develop carrier relationships to effectively support our customers freight needs
- Utilize internal/external resources to make informed buying decisions
- Strong negotiation skills to help minimize our transportation spend
- Continual sourcing of new carrier partners and existing underutilized partners
- Daily communication with carriers to determine capacity availability and negotiate transportation rates
- Ability to multi-task and grow book of business outside of what they are currently doing in terms of GP/Load count/Carrier relationships
- Understand current market trends, seasonality, and industry updates

Key Performance Indicators (KPIs)

- Margin
- Volume
- Bounce %
- Managed Carriers

Physical Capabilities

Strength:

- Extended time periods in sitting position, in front of computer, on phone using repetitive actions of arms and hands
- Able to speak easily and communicate in person, in writing, and on a telephone for varying lengths of time and in random order

Movement:

- Frequent sitting

Hearing:

- Required to hear others verbal information
- Job is in an open work environment with many distractions

Vision:

- Able to see information as it is provided in variety of formats
- Will need to work using a computer screen for extended time periods

Reports to: Carrier Operations Manager

Direct Reports: None

Shift: Day Time Hours ranging between 6am and 6pm with the potential for extended hours while remote as the business requires.

WFH Policy: Hybrid Model – mix of in office and at home schedules

Send Resume to Careers@VPLogistics.com to apply!