



**213 W. Institute Place, Ste. 302, Chicago, IL 60610**

Spartan Logistics is a freight brokerage located in River North area of Chicago, IL, with an aggressive drive toward growth and a dedicated focus on solutions through a blend of technology and hard work. We are investing in people who will invest in themselves.

Spartan is seeking a highly motivated, detail oriented, Carrier Sales Representative with a minimum of 1 year experience and a strong entrepreneurial drive to join our growing team. Working with quality contract carriers around the world, we coordinate deliveries of 100+ shipments per day. We make it easy for you to find loads, post trucks, and move forward. You will source and procure carrier services that will then move the freight for our customers. Building and developing carrier relationships, negotiating rates, and working with carriers to ensure a timely pick-up and delivery is critical.

We are looking for people who are driven by success and results. You work best independently as well as with a team and elevating those around you. With a strong attention to detail and a keen sense of urgency you will ensure all carriers are satisfied and the job gets done. Multitasking and strong communication skills are essential to the success of your business.

#### **Job Responsibilities:**

- Execute negotiations with carriers through prospecting, cold calling, qualifying, and closing deals.
- Source carrier capacity.
- Master market trends and seasonality.
- Convert new relationships into repeat business.
- Develop carrier relationships and contacts at multiple levels.
- Monitors and updates third party carriers. Obtains timely updates from the carriers to ensure loads are in the proper status.
- Networks with internal inside sales representative on matching capacity with available loads.

#### **Qualifications**

- Bachelor's degree preferred.
- Driven, enthusiastic, and highly motivated.

**Phone:** 877-667-8700

**Fax:** 312-605-8601

**Web:** [www.shipspartan.com](http://www.shipspartan.com)



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- Ability to thrive under deadlines and work in a team environment, while also delivering independent results.
- Strong ability to persuade, motivate, negotiate, and influence others.
- Proficient in Microsoft Office Suite programs and internet.
- Ability to maintain motivation and energy for cold calling and prospecting carriers.
- Great phone presence and effective interpersonal communication skills.

**Benefits**

Spartan Logistics' offer excellent benefits including medical, dental and vision insurance, prescription drug coverage, paid holidays and vacation, and other opportunity to prosper in a growing company.

**Reply with resume and qualifications:**

[jobs@shipspartan.com](mailto:jobs@shipspartan.com)