



213 W. Institute Place, Ste. 404B, Chicago, IL 60610

Spartan Logistics is a 3PL freight brokerage that focuses on transportation services and supply chain solutions throughout North America. 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.

This position will be responsible for the development of customer relationships, both existing and new. This individual will possess a strong independent entrepreneurial drive to maintain ongoing relationships with existing clients and proactively identify prospects and managed opportunities. The Customer Sales Representative will seek out new business through both outside and inside sales efforts as well as ideally maintain existing business relationships. This individual must have proven success in logistics sales, building relationships, negotiation, strategic vision and closing skills.

Responsibilities:

- Work collectively with the sales operations group to maintain and sustain current client operational needs.
- Build, maintain and manage account relationships through constant contact and advocacy
- Assist the team in developing leads into sales opportunities.
- Work with the Sales Development Team to collectively identify prospects and managed opportunity.
- Work with upper management on strategic opportunities and report to accordingly.
- Assist the Director of Operations on all client related needs and functions.
- Assist the Operations team in on-boarding new clients.
- Perform daily sales tasks to include telemarketing, cold calling, negotiations and follow up on sales leads.
- Respond promptly to customers' requests and proposals.
- Prepare sales presentations, negotiate rate proposals and prepare sales correspondences, as needed.



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- Make sales presentations to prospective and existing customers.
- Mentor/teach where and when needed.
- Reach and exceed targeted revenue goals by closing new business.
- Perform other duties and tasks as assigned.

Qualifications:

- Minimum of 2 years **Logistics** Sales experience.
- Bachelors or Graduate degree in business or transportation field is preferred, but not required.
- Ability to work independently, a self-starter.
- Ability to thrive in a fast paced environment and multitask with the best of them.
- Welcome a challenge and aggressively pursue learning new things.
- Analytical skills and attention to detail are unmatched.
- Make high level decisions that will positively impact the team and company.

Pay:

Competitive Salary plus commission and expenses.

Benefits:

Spartan Logistics offers excellent benefits including medical, dental and vision insurance, prescription drug coverage, 401k, paid holidays and vacation, and other opportunities to prosper in a growing company.

Reply with resume and qualifications

jobs@shipspartan.com



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