



JOB DESCRIPTION

FREIGHT SALES BROKER / AGENT

We are looking for the best, or those who want to be the best **Freight Sales Broker / Agent** in the industry. If you are an independent freight sales broker who needs professional platform support that would super charge your business, please forward your resume to:

JamesKrall@KGLogisticsSolutions.com

KGLS offers Industry leading commission rates because we want the best.

- Work from home, or anywhere for that matter.
- Uncapped earning potential, no maximum commissions
- Access to a pool of carriers
- New carriers and customer setup in minutes
- Corporate and administrative infrastructure to support your success.
- Executive Account Support (upon request)
- Skilled Claims Support
- Consistent, steady work in a professional and respectful environment.
- Salary + Bonus OR Commission Only, the option is yours

KEY RESPONSIBILITIES

- Connect with current and potential customers via phone and email to present how our services, vertical market expertise and our custom solutions can add value to that customer's supply chain.
- Increase business base by identifying new opportunities with potential clients throughout North America.
- Provide effective communication between our customers, our sales team, and our preferred vendors.
- Provide weekly activity metrics.

REQUIRED QUALIFICATIONS & SKILLS

We expect you to bring the following:

- Must have a current book of business (accounts/client list)
- \$3M + in annual sales with profit margins 12% or more
- Successfully functioning for several years as a truck sales/broker operator
- Strong negotiation and communication skills; ability to negotiate rates between carriers and customers
- Knowledge of transportation industry regulations and practices
- Familiarity with transportation management systems and software
- Experience using Rose Rocket Transportation Management System an asset.
- Working knowledge of load boards

- 5+ years' experience with freight brokering.
- Ability to build and maintain relationships with customers and carriers
- Manages own time effectively, work independently with minimal supervision
- Self-motivated and driven for success
- Firm interest in growing your own business

About KG LOGISTICS SOLUTIONS INC.:

At KG Logistics Solutions our mission is to provide efficient and reliable freight brokerage services to our clients. We strive to deliver the highest level of customer satisfaction by ensuring timely and cost-effective transportation solutions. The best way to achieve these goals is to have the best brokers working with the best business platform supported by a top-of-the-line trained customer support service.

Our innovative Track and Trace platform offers more automation, visibility, and connectivity.

Some of our added efficiencies include:

- Automatic Quotes & Rating
- Orders Created in Seconds
- Shared Digital Documents

We provide an industry-leading level of professionalism aimed at meeting the satisfaction, safety and success of our business partners and team members.

JOIN OUR TEAM!

KGLS gives our Sales Agents the freedom and opportunity for unlimited growth just like owning your own business. Our business model imposes NO CAPS on your earning capabilities while you leverage the resources, technology, and support network of our enterprise to generate accelerated growth. It's a philosophical attitude that accelerated growth drives success for both you and KGLS; a true WIN/WIN outcome. If you're ready to make the leap to a team that is willing to invest in your success, we're ready to support you.

We look forward to meeting you and thank you in advance for your application.

Visit our website to learn more www.kglogisticssolutions.com