

**Job Title:** Freight Broker Sales Representative

**Department:** Sales

**Reports To:** Sales Manager

**Summary:**

We are seeking a highly motivated and results-oriented Freight Broker Sales Representative to join our growing team. In this role, you will be responsible for developing and managing a portfolio of clients by providing exceptional freight brokerage services. You will identify and pursue new business opportunities, build strong relationships with shippers, and negotiate competitive rates with carriers to ensure profitable and efficient transportation solutions. The ideal candidate will possess strong sales acumen, excellent communication skills, and a deep understanding of the freight industry.

**Responsibilities:**

* **Business Development:**
	+ Identify and prospect new clients through cold calling, networking, online research, and other lead generation activities.
	+ Develop and execute a strategic sales plan to achieve individual and team sales targets.
	+ Qualify leads and assess potential clients' transportation needs.
	+ Prepare and present compelling sales proposals and presentations to prospective clients.
	+ Negotiate contracts and pricing agreements with shippers.
	+ Onboard new clients and ensure a smooth transition to our operations team.
* **Account Management:**
	+ Build and maintain strong relationships with existing clients.
	+ Serve as the primary point of contact for client inquiries and concerns.
	+ Proactively identify and address client needs and challenges.
	+ Provide exceptional customer service and support.
	+ Monitor shipment performance and ensure timely and accurate delivery.
	+ Resolve any issues or disputes that may arise.
	+ Identify opportunities to expand business with existing clients.
* **Carrier Relations:**
	+ Develop and maintain relationships with a network of reliable carriers.
	+ Negotiate competitive rates with carriers to maximize profitability.
	+ Ensure carriers meet our safety and compliance standards.
	+ Stay informed about market trends and carrier capacity.
* **Operations & Compliance:**
	+ Collaborate with our operations team to ensure seamless execution of shipments.
	+ Accurately enter shipment information into our Transportation Management System (TMS).
	+ Adhere to all company policies and procedures.
	+ Maintain compliance with all applicable regulations.

**Qualifications:**

* **Experience:**
	+ Minimum of 3 years of experience in freight brokerage sales or a related field *preferred*.
	+ Proven track record of achieving sales targets.
	+ Experience with cold calling and lead generation.
	+ Experience negotiating rates with carriers.
* **Skills:**
	+ Excellent communication, interpersonal, and presentation skills.
	+ Strong negotiation and closing skills.
	+ Ability to build and maintain strong relationships.
	+ Strong problem-solving and decision-making skills.
	+ Ability to work independently and as part of a team.
	+ Proficiency in Microsoft Office Suite (Word, Excel, PowerPoint).
	+ Familiarity with Transportation Management Systems (TMS) *preferred*.
* **Knowledge:**
	+ Thorough understanding of the freight industry, including FTL, LTL, and intermodal transportation.
	+ Knowledge of transportation regulations and compliance requirements.
	+ Understanding of pricing strategies and market dynamics.
* **Education:**
	+ Bachelor's degree in business, logistics, or a related field *preferred*.
	+ High school diploma or equivalent *required*.

**Compensation and Benefits:**

* Competitive base salary plus commission.
* Health insurance.
* Opportunities for professional development and advancement.

**To Apply:**

Please submit your resume and cover letter to sean@togologistics.com