

# Commission-Based Contract for Part-Time Sales Representative

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## 1. Agreement Overview

This Commission-Based Contract ("Agreement") is made and entered into on this [Date] by and between [Trucking Company Name], hereinafter referred to as the "Company," and [Sales Representative Name], hereinafter referred to as the "Sales Representative." The Sales Representative agrees to perform part-time sales services for the Company under the terms outlined below.

## 2. Term of Agreement

This Agreement shall commence on [Start Date] and shall continue on a month-to-month basis unless terminated by either party with a 14-day written notice.

## 3. Scope of Services

The Sales Representative shall:

- Identify and contact prospective shippers and customers
- Promote the Company's freight and logistics services
- Close new shipper accounts and coordinate initial onboarding
- Report weekly activity and maintain accurate sales records

## 4. Commission Structure

The Sales Representative shall be paid as follows:

- Commission Rate: [X]% of gross revenue generated from direct shipper accounts secured by the Sales Representative
- Commission Payout: Paid monthly on the 15th for loads delivered and paid by the customer in the previous month
- No base salary or hourly wage shall be provided

## 5. Non-Compete and Confidentiality

The Sales Representative agrees:

- Not to solicit Company clients for competing services for a period of 12 months after termination

- To keep all Company pricing, customer, and operational information strictly confidential

## **6. Independent Contractor**

The Sales Representative is an independent contractor and not an employee of the Company. As such, the Sales Representative shall be responsible for all taxes, insurance, and legal compliance.

## **7. Termination**

This Agreement may be terminated by either party at any time with a 14-day written notice. All earned commissions up to the termination date will be paid in the final settlement.

## **8. Entire Agreement**

This document constitutes the entire agreement between the parties and supersedes any prior understandings. Modifications must be in writing and signed by both parties.

IN WITNESS WHEREOF, the parties hereto have executed this Agreement as of the date first written above.

\_\_\_\_\_  
[Trucking Company Representative]

Title: \_\_\_\_\_

\_\_\_\_\_  
[Sales Representative Name]