



C.A.T. Global is growing to be a respected and widely recognized brand that offers a collection of non-asset based services; united with C.A.T. Inc. will have the ability to build full-service logistics solutions anywhere in North America.

BROKERAGE SALES EXECUTIVE Columbus, OH

RESPONSIBILITIES

- Develop and maintain FTL business throughout North America
- Prospect for leads to build a pipeline, including heavy cold calling
- Manage accounts to retain existing relationships and grow share of business
- Succeed at heavy price and service negotiation with customers and carriers
- Use both traditional and electronic communication tools to contact prospective, current and former customers
- Identify business opportunities for company services
- Create quotes and sales proposals for company services
- Independently generate new sales revenue
- Collaborate with your team on pricing decisions, supplier selection and timing
- Translate business opportunities into incremental revenues through strong selling
- Manage multiple projects simultaneously with a sense of urgency
- Maintain and update accurate information in the company's operating systems
- Understand and support the goals, policies and procedures of C.A.T. Global
- Maintain confidentiality of company information

REQUIREMENTS

- A minimum of 3 years of sales experience.
- Bachelor's Degree (an asset)
- Proven track record in generating profitable revenue growth and retaining existing customers

SKILLS AND EXPERTISE

- Entrepreneurial attitude, competitive and confident personality
- Ability to develop long term relationships
- Must have strong problem-solving skills and the ability to think and respond quickly to sales & service issues
- Must have strong presentation skills and the ability to handle negotiations
- Must be adaptable to changing needs of clients
- Effective follow-up skills In-depth knowledge of the company's product and services

WE OFFER

- Competitive salary
- Excellent working environment
- Benefit Plan

Seniority Level

Mid-Senior level

Industry

- Transportation/Trucking/Railroad

Employment Type

Full-time

Job Functions

- Customer Service
- Sales
- Business Development

** Would you like to be part of our winning team?

Please forward your resume to imaksander@cat.ca

