

Sales Account Executive

Transport Services is a full-service semi-trailer dealership headquartered in North Royalton, OH. We have been successfully operating since 1976 and are the leading source for trailer leasing, sales, parts, and service in our market. Transport Services was recently recognized by Inc. 5000 as one of America's Fastest Growing Private Companies and the Plain Dealer as one of Cleveland's Top Workplaces!

Our company's success is built on the skills and efforts and continued development of each company employee. We are currently seeking a **Sales Account Executive** for the trailer sales and leasing divisions, specializing on the eastern side of Northeast Ohio. The right candidate will be a strong addition to our already outstanding sales force and will help to continue our growth for years to come.

What you'll do:

- Thoroughly learn our products and services to sell them most effectively.
- Become intimately familiar with each customer and prospect; their operational needs and wants, challenges, goals, priorities, buying motives, decision criteria, so as to offer the best possible solution for customer success.
- Study and understand market conditions and the relative strengths and weaknesses of competitors' products, services, policies, tendencies, pricing, etc.
- Manage customer relationships to a high level of customer satisfaction.
- Set up daily appointments for face to face meetings with existing customers to stimulate sales and tend to any open issues.
- Research new sales prospects, and engage/develop them in order to grow your book of business.
- Organize business plans to consistently meet and exceed monthly/quarterly sales goals.
- Maximize opportunities through upselling and meeting/exceeding target margins for new and existing business.
- Promote and market the sale of all product lines.
- Obtain referrals for yourself, as well as for other sales colleagues.
- Identify, establish, and manage strategic relationships to leverage significant long-term business opportunities.
- Obtain accurate information required to prepare written quotations.
- Work with business partners like suppliers and lenders, as well as internal resources like Service, Parts, Accounting and Management to facilitate deals.
- Conduct post-sale customer follow-up to ensure we've met or exceeded customer expectation.
- Proactively report the progress of open opportunities and activity to management through our CRM database and weekly Sales meetings.
- Promote and contribute to a working atmosphere across all divisions that results in maintaining strong cooperation, efficiency, and team work.

What you'll need:

- BA/BS degree with a concentration in marketing, sales, or business. Other disciplines are encouraged to apply.
- Outside sales experience is a must.
- Knowledge of the transportation industry is a plus.
- Ability to work effectively with all levels of the company.
- Ability to use business processes to achieve desired results.
- Exceptional communication skills including face-to-face interaction.
- Team-oriented and collaborative attitude.
- Valid driver's license and driving record in good standing.
- Willingness to travel (minimally).

What you'll get:

- A competitive pay for performance compensation package.
- Unlimited income, no cap.
- Excellent benefits including medical, dental, vision, company-matched 401k savings plan, long-term disability, paid vacation and holidays.
- Car package, cell phone, and other technical support items

Contact Josie Vonderau jvonderau@transportservices to apply!