

TRANSPORTATION BROKER

Location

3512 Excel Drive, Medford, OR 97504

Job Description

B2B is seeking an experienced Salesperson with an active customer base. If you are unsatisfied with your current employment situation and have a growth mindset we can help. The ideal candidate will have at least three years' experience with bringing on customers into a true brokerage environment.

If you're looking for a sales career at an extraordinary company with the tools needed for success, working with people who will provide the support required to succeed, and a career where your compensation will be directly affected by your drive, B2B is the place for you! We will partner you with account managers and carrier sales teams to allow you to maximize your selling power!

Established in 2004, we have over 18 successful years in the freight brokerage industry.

We offer a high energy, team-oriented, sales driven work environment. We provide opportunities and training for career growth and advancement to employees at all levels. In addition, we offer excellent benefits with an unlimited earning potential.

The B2B Advantage:

- TIA Certified 3PL Partner
- Outstanding credit rating – we pay our carriers in 15 days!
- Onsite centralized claims, settlements, and billing support
- Multi-Mode Capable State of the Art Technology with new TMS
- Unlimited targeted leads and proven sales process with ZoomInfo, Zembles and HubSpot
- Unsaturated Client Network
- An impeccable reputation with our customers, carriers, agents, and employees. Let us help you succeed!

One of the best compensation packages in the industry:

- A clear career path with internal advancement opportunities for high performers, and:
- Competitive Salary plus Uncapped Commissions
- In-house training and mentoring
- Health, Dental, and Vision – We pay 90% of your premium!
- 401k with company match
- Paid short and long-term disability coverage
- Flex Spending Account
- Paid Time Off (PTO)
- Holiday Pay

Duties and responsibilities:

- Introduce and source customer leads to build a book of business through calls and emails.
- Maintaining operational efficiencies for book of business through functions that include, but are not limited to, load building, scheduling, issue escalation, and capacity securement. Work with Carrier Sales and Account Manager to build a partnership with customers and carriers.
- Negotiate spot and contract pricing within your book of business.
- Generate and manage your book of business daily and accurately.
- Manage customers and prospective clients within our TMS and CRM systems.
- Be proactive and honest in your communications with clients and carriers.
- Provide problem solving solutions and customer service you are proud of.
- Promote the B2B brand and values through your actions.
- Excellent attendance required

The Qualities we are looking for:

- 3 or more years' experience in the transportation/logistics industry in a sales role with closing experience
- TMS Experience a plus, Truckmate specifically
- A current book of business, or the ability to build up business.
- Driven to succeed!
- Basic computer skills
- Team Player
- Excellent communication skills
- A strong work ethic
- Ability to be punctual with early morning work hours
- Ability to maintain composure in stressful or high-pressure situations
- Able to make cold calls to potential clients
- Ability to work remotely and communicate accordingly.
- Experience utilizing lead generation resources and a CRM.
- Great time manager and ability to prioritize your schedule independently

If you believe you have what it takes to be a member of the B2B team let us know!

Job Type: Full-time, Monday-Friday, 8 hour shift

Benefits:

- 401(k)
- Dental insurance
- Health insurance
- Paid time off
- Vision insurance

Compensation package:

- Commission pay

Experience: 2 years Logistics (preferred)