



Position Title: Carrier Sales Representative

Work Status: Full Time; Salary plus Commission

Pay: \$42,500/year base salary

Benefits: Healthcare, 401K, Paid Vacation

Location: Columbus, Ohio

Position Summary:

Entourage Freight Solutions, an umbrella company of R.S. Hanline, is seeking a **Carrier Sales Representative** to work in a third-party logistics / truck brokerage environment. Drive, resilience, and self-motivation are necessary qualities that the ideal candidate for this role will possess. This sales role primarily focuses on produce transportation and temperature-controlled freight. Candidates with a proven history of acquiring and retaining business relationships are preferred. This position offers a competitive base salary, plus quarterly commission payouts based on sales-performance.

Responsibilities:

- High-volume of outbound calls daily to ensure that shipments are covered with proper transportation services
- Source, detect, and qualify new carrier leads to add to the EFS carrier network
- Calculate and negotiate rates with carriers, and communicate rates to the sales team
- Actively close deals with carriers, while providing exceptional customer service to our customers
- Complete field research to provide the sales team with market insight and competitive prices
- Track shipments from pickup to delivery through effectively communicating with the carrier
- Ensure all information is accurate for the load, verify all necessary carrier information, obtain signed rate confirmations, check for accurate temperatures throughout the shipment, etc.
- Work with the carrier to obtain any invoices or BOL's and prepare these for the sales team

Qualifications:

- 0-3 Years of experience in Sales, Logistics, Transportation, Produce, or Freight Brokerage
- Bachelor's degree from an accredited 4-year college
- Ability to work in a fast-paced environment and adapt to changing priorities throughout the day
- Effective verbal and written communication skills
- Effective negotiation skills
- Attention to detail/accuracy
- Must be a self-Starter, self-Motivated, and resilient
- Excellent customer service skills Collaborative; able to work effectively in a team-environment
- Working knowledge of Microsoft Office
- Ability to navigate a TMS System



- Collaborative; able to work effectively in a team-environment

Company Conformance Statements:

In the performance of their respective tasks and duties, all employees are expected to conform to the following:

- Producing quality work within deadlines with or without direct supervision
- High energy/positivity
- Fast learner and self-disciplined
- Interact professionally with other employees, customers and suppliers
- Work effectively as a team contributor on all assignments
- Strong written and oral communication skills
- Take initiative/look for alternative solutions
- Time management skills
- Work independently while understanding the necessity for communicating and coordinating work efforts with other employees and organizations