



Position Title: Produce Brokerage Sales Representative

Work Status: Full Time; Salary plus Commission

Pay: \$45,000/year base salary

Benefits: Healthcare, 401K, Paid Vacation

Location: Columbus, Ohio; Shelby, Ohio

Position Summary:

R.S. Hanline is seeking a **Produce Brokerage Sales Representative** who possesses a broad-based knowledge of procurement of all fresh produce items on a 12-month basis. This position will work to load mixer/LTL trucks from major growing regions across North America. To succeed in this position, the candidate must be able to work under pressure and within tight deadlines. High energy, professionalism, and organization 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:

- Conduct weekly commodity market investigations
- High-volume outbound calls (80-100 daily) to source, detect, and qualify leads to secure new customers
- Build, manage and maintain meaningful relationships with suppliers/customers
- Evaluate suppliers based on price, quality, and speed of delivery of products and services
- Negotiate rates, payment terms, contract terms, discounts, etc. on behalf of suppliers
- Track weekly brokered loads "margin after freight" pallet counts, and dollars earned
- Produce weekly "Produce Report" for existing and prospective customers
- Must be available outside of work hours and on weekends for prospective or existing customers, as well as internal communication with sales at R.S. Hanline or outside customers

Qualifications:

- 0-3 Years of Experience in Sales, Transportation, Produce, or Brokerage preferred
- Bachelor's degree from an accredited 4-year college
- Working knowledge of Microsoft Office
- Must be willing and able to be available via phone/email outside of office hours, including weekends
- Must be able to stay organized due to abundant requests from numerous ambitious customers.
- Strategic thinking and analytical skills
- 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

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