



**Position Title:** Account Executive

**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 an **Account Executive** to work in a third-party logistics / truck brokerage environment. Drive, resilience, self-motivation, and strategic thinking 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:**

- Source, detect, and qualify leads to secure new customers
- Manage and maintain current customer accounts
- Negotiate rates, payment terms, contract terms, discounts, etc. with customers
- Work with Carrier Sales Reps to book carriers for sales made, or book carriers on your own
- Ensure all contacts and rate confirmations are accurate and secure
- Verify accuracy of the sale; freight, carrier information, etc.
- Responsible for obtaining BOL's and invoices from the carrier of choice, and ensuring these are successfully received by accounting
- Build and retain meaningful relationships with accounts/customers

**Qualifications:**

- 2-5 Years of experience in Sales, Logistics, Transportation, Produce, or Freight Brokerage preferred
- Bachelor's degree from an accredited 4-year college
- 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
- 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