

Sales Account Executive – Freight and Logistics Sales

Seattle, WA

Mid-sized diversified international Logistics Company looking for a highly motivated Sales Account Executive to foster and develop new business relationships. As such, we handle a wide array of import and export general cargo for consolidation and distribution, as well as temperature sensitive cargoes such as meat, poultry, and produce.

Conveniently located within the Ports of Oakland, Long Beach, Tacoma, and Seattle, we are quickly becoming the Transportation Company of choice for export and import shipments that transit via the West Coast.

This sales position will see you developing new accounts that will require your interfacing with a wide variety of clients that represent a diverse industry base. This position will focus on marketing development, researching new markets, and the support of key accounts as well as the development of new clientele.

Job Requirements:

- Proven ability to generate new business and expand existing accounts.
- Must be professional and would prefer at least one year experience selling in the Transportation/Logistics industry or warehousing industry. (but we will train)
- Candidate should be a self starter who is motivated to succeed and grow.
- Must have excellent communication skills, great organizational, and customer relationship skills.
- Possess excellent analytical and listening abilities
- Self-motivated, willing to do the job with a minimum of supervision.

Education:

BA preferred

We offer an attractive sales package commensurate with your experience including base pay and bonus structure. We offer medical and dental coverage, 401K plan, and a genuine opportunity for growth and development within an aggressive organization.

Only those who are qualified and seeking a long-term relationship with a reputable well established organization need apply. Please send salary history and salary requirements to HR@pcc.cc