

United States Jobs Expertini®

International Account Executive

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Company: Bluebird Staffing

Location: United States

Category: other-general

Position: Account Executive Compensation: Commission is 10% off new international sales, no caps \$600/month car allowance \$50/month cell phone allowance Travel Requirements: Road work in the markets covering (OH, MI) Experience Required: 3-5+ years of international freight sales within a 3rd party (3PL) logistics company -non asset based Import/Export services/sales experience Cold calling experience New client prospecting experience Must have a true sales/road warrior mind set Job Description: Market end-to-end freight-forwarding services inclusive of air and ocean, import, export and domestic services Develop and nurture business prospects and client base Contact business prospects and conduct sales calls on new and existing clients Create and deliver sales proposals to key prospects and clients Obtain and maintain complete and accurate information on prospective and existing clients in contact management database Demonstrate effective negotiation and closing techniques in securing profitable business across all products Clearly communicate the development of potential business throughout the sales cycle Report sales activity on a weekly basis to management Perform all administrative obligations within assigned deadlines Uncover new opportunities within potential and existing clients Ensure proper account set-up Communicate with internal and external customers in a clear and concise manner Conduct face to face meetings with potential and existing clients Manage a portfolio of existing and potential customer with emphasis on 10 target clients Desired Skills/Experience: 3-5 years experience selling non-asset based freight forwarding services Proven success in gaining new business through prospecting Good presentation and business writing skills Solid verbal communication and an aggressive drive as well as

commitment to develop and grow a client baseAbility to interact effectively with internal and external contacts at all levelsSelf-motivated individual with a high level of enthusiasmAbility to think strategically and demonstrates strong problem-solving capabilitiesKnowledge of supply chain management and knowledge of the transportation and logistics industryExperience in using PowerPoint for presentationsAbility to use consultative selling to secure and maintain businessMust understand impact of revenue on the profit and loss statement

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