

# United States Jobs Expertini®

## Sales Account Executive - International Freight Forwarding

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Company: Bluebird Staffing

Location: United States

Category: other-general

Bluebird Staffing is hiring an experienced Account Executive for a growing International Freight Forwarding Sales Team. Our client prides themselves in being a highly employee-centric organization that truly puts their people and customers first! Base salary of up to \$110,000 (based on experience), an aggressive 10% commission structure and \$600/month car allowance. Responsibilities/Tasks Include: Develop the Ohio and Michigan markets. Market end-to-end freight-forwarding services inclusive of air and ocean, import and export. 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. Uncover new opportunities within 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 in International Freight Forwarding sales (LCL/FCL, Import/Export a must) - Domestic Sales experience will not qualify. Sales Experience must be from a direct supply chain logistics company.

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