

Sales - Account Executive - Long Beach, CA

Great opportunity to grow a market and yourself with this top tier ocean carrier. The ideal candidate will have 3+ years of previous freight forwarder or liner sales experience preferred. Excellent chance to sell global services and further develop your career.

Direct sales and account management

- Makes sales calls in your territory and close on business
- Effectively communicates all account specifics to Customer Service and management to ensure top level service and competitive pricing.
- Work with management to develop market strategies
- Negotiate and complete sales requests including service contracts
- Develop customer relationships and respond to customer rate and service inquiries

Requirements

- Polished sales presence - professional enthusiasm
- Previous ocean carrier / forwarder experience in sales, inside sale, or customer service looking for an outside sale opportunity
- Excellent communications, well organized, clear and concise. Ability to work remotely with support from head office
- University Degree and 3+ years experience in Sales or the equivalent combination of education and experience
- Ability to close the sale and secure cargo commitments

To apply contact Jack Mylott at jack@flagshipmgt.com or call 954-577-5100.