**Job description**

GTM North Carolina, LLC, a wholly owned subsidiary of Global Transportation Management, LLC ([gtmusa.com)](gtmusa.com%29) is seeking a qualified external transportation sales executive. GTM and its subsidiaries are premier providers of total freight and logistics services encompassing domestic and international land, ocean and air. Combining our assets and those of our global network of transportation and warehouse providers, we have the capability to meet any global freight, warehousing and packaging needs anywhere, anytime.

Reporting to the Executive team, the Sales Executive will be responsible for sales growth and retention in each of the company verticals, including domestic transport (spot market brokerage, fleet growth, backhaul), ocean freight, air freight, customhouse services, warehousing and project cargo.

The ideal candidate will have a wide breadth of knowledge across both domestic and international transportation modes.

Responsibilities across these verticals for the entire sales lifecycle, including prospecting, making contact, qualifying, nurturing, offering, overcoming obstacles, close and continuous follow-up.

This position will require routine face-to-face contact with external prospects and customers alike, with core concentration in the Midwest, Mid-Atlantic and Southeast areas. Periodic travel to other areas may also be necessary, depending on the customer and or needs of the business.

Strong sales and account management competencies are required.

Job Requirements:

* Truck brokerage experience preferred
* Experience in a shipping and receiving and or manufacturing a plus
* Ability to multi-task and provide direction to operational support team
* Working knowledge of Microsoft Office Suite
* Excellent communication skills a must
* Ability to prioritize and problem solve in a fast-paced work environment
* Ability to diversify and grow with the company's advancements and technology.
* Aggressive, Competitive, Enthusiastic and Self Starter (being able to think outside the box)

Responsibilities:

* Develop and maintain a professional rapport among customers and carriers
* Resolve any issues related to carriers and/or customers
* Manage shipper and receiver relationships
* Generate business leads
* New Customer acquisition

Benefits:

* Medical, Dental, 401k with Company Match
* Bonus Potential
* Strong Growth Opportunities
* Company Credit Card for Authorized Purchases

· Company Provided Laptop and Communications Devices

· Car Allowance, Mileage Reimbursement and Company Fuel

Job Type: Full-time

Salary: $75,000.00 to 85,000.00 per year

Benefits:

* 401(k)
* 401(k) matching
* Dental insurance
* Employee assistance program
* Flexible schedule
* Flexible spending account
* Health insurance
* Health savings account
* Life insurance
* Paid time off
* Professional development assistance
* Retirement plan
* Vision insurance

Schedule:

* 8 hour shift
* Day shift
* Holidays
* Monday to Friday
* On call

Supplemental pay types:

* Bonus pay

Ability to commute/relocate:

* Linwood, NC 27299: Reliably commute or planning to relocate before starting work (Required)

Experience:

* Logistics: 5 years (Preferred)
* Freight Brokers & Agents: 5 years (Preferred)

Work Location: One location