**Job Title: Brokerage Operations Manager**

The Brokerage Operations Manager is responsible for the launch, development, and management of all sales and operations, including market competitiveness, pricing, and channel growth strategies for new branches.

**Responsibilities:**

* Create profitable growth revenue with current accounts, while soliciting new sources of revenue and profit.
* Development and growth of an inside sales team, account management team, and carrier sales team.
* Manage all aspects of the sales functions including inside sales, account management and carrier sales.
* Establish and manage carrier relationships and development activities that support the execution of strategies and action plans to enable the profitable growth of the business unit.
* Work in coordination with other company resources, develop the strategic and tactical direction for the business unit, and establish management processes.
* Build a world-class team develop high-level service offerings, motivate, and lead staff, while increasing revenues and improving profitability.
* Proactively work to assist others in achieving the organization's objectives.

**Qualifications:**

* Strong organizational, selling and negotiation skills.
* Ability to develop and execute business plan strategies.
* P&L responsibility
* Mode of Transportation (i.e., Truckload, Flatbed, Reefer)
* Above average computer skills and proficient knowledge in MS Suite – PowerPoint, Word, Excel
* Excellent communication skills and strong leadership capabilities.
* Adaptability, multi-tasking ability, sense of urgency and a team player.
* Confident decision-making skills, problem solving skills, and issue resolution skills.

**Base Salary:** From $85,000 to $120,000 per year

**Work Location:** On-site (Raleigh, NC)