

Carrier Sales Representative (June 2020 Start)

Our [Carrier Reps Move the World](#) (video)

As a Carrier Sales Representative, your primary focus is securing the right carrier at the right price at the right time to get the customer's goods delivered on time. To be successful in this role, you will develop and grow relationships with transportation companies and help them optimize their fleet. As your relationships grow, so will your pay. This role combines inside sales, account management, and operational activities to meet the shipping needs of our customers. You'll jump start your career with our dynamic ACCELERATOR onboarding program. By learning more about C.H. Robinson, and our technology, processes and culture, you'll gain the knowledge, skills and confidence to be successful in your role.

Responsibilities:

- Develop new and grow existing carrier relationships (lead generation, cold calling, and referrals)
- Build strong relationships with trucking company key contacts (i.e., owner operators, dispatchers and drivers)
- Leverage our global technology platform, Navisphere, along with data and other resources to make informed decisions, negotiate price, drive automation and improve efficiency
- Identify issues and work cross-functionally to determine and implement the best solution
- Maintain constant contact with carriers (average 75-100 touch points/day) to secure additional truck capacity and manage existing business agreements
- Provide exceptional service to our carriers and customers
- Ensure shipment details are accurately communicated and tracked in the system

Required Qualifications:

- Ability to persuade, motivate, influence and negotiate with others
- Ability to thrive under deadlines, drive results, multi-task, and work with a sense of urgency
- Capable of working independently as well as collaboratively across the company
- Excellent verbal and written communication skills
- Driven, enthusiastic, resilient, agile and highly motivated
- Strong prioritization and multi-tasking skills
- Detail oriented and ability to multitask
- Bachelor's degree