



Job Description

Commission-Only Sales Executive | Texas

Position: Commission-Only Sales Executive

Location: Texas

General Purpose of job:

To gain and retain profitable accounts. Execute sales strategy in developing new prospects and interact with existing customers to increase sales of freight forwarding services.

Essential Duties and Responsibilities:

- Identify, qualify and acquire new accounts that utilize the services of a transportation logistics provider
- Meet sales goals by generating new business, and by maintaining and adding additional business with existing customers
- Sell ICAT's services and conduct meetings with clients on a regular basis in assigned territories
- Establish mutually beneficial business relationships with clients, management, and other key personnel, including operations department staff
- Identify customer needs and opportunities and communicate effectively with operations staff
- Prepare standard operating procedures for new accounts
- Conduct formal sales presentations for potential and existing customers
- Prepare and maintain various in-house reports, sales pre-plans, sales expenses, correspondence and other documentation as needed
- Respond to all sales leads and correspondence
- Manage territory on pre-planned cycle of sales activities
- Attend all sales meetings and training opportunities
- Other emergent duties and projects that may be requested in support of ICAT's fast paced environment

Minimum Job Requirements:

- 2 or 4-year college degree, preferably in Transportation, Logistics or Supply Chain Management
- 3 years transportation logistics/freight forwarding sales experience preferred
- Participated in and received formal sales training

- Complete understanding of local and regional target markets
- Excellent verbal and written communication skills coupled with strong presentation skills
- Strong organizational and time management skills
- Functional experience with Microsoft Office products
- Ability to solve practical business and math problems
- Ongoing local travel to area businesses and client sites

Personal Characteristics:

- Strong work ethic with a persistence in pursuit of objectives
- Understands and responds to situations that require a sense of urgency
- Consistent in follow-up and follow-through
- Credible with a high level of personal integrity
- Loyal and dedicated to the success of colleagues and team members
- Optimistic outlook toward all activities, able to transmit this optimism to others
- Will naturally adopt ICAT's core values and seamlessly assimilate into ICAT's culture

Company Overview:

ICAT Logistics' goal is to be the workplace of choice for the best and brightest. The attraction of top talent and hiring of A players is our corporate focus. Our mission of helping all we touch grow begins with our ICAT teammates. We recruit, hire and train based on experience and strengths and often modify a position for the best fit.

Our teammates truly understand our mission and are empowered to find the right solutions for our clients, resulting in the WOW feeling they have come to expect from ICAT. Entrepreneurialism, self-determination, and love of learning are just a few of the characteristics that describe our people. Family atmosphere, personal growth and mutual support are attributes we strive for.

From the first office in Baltimore opened in 1993, ICAT has expanded to 18 offices in the US and to over 100 global affiliate partners. ICAT has won awards and industry accreditations both regionally and nationally. Both financially strong and forward thinking, ICAT is poised for unprecedented growth. **Do you have what it takes to join the ICAT team?**

Supervisory Responsibilities: N/A