



# Job Description

## Sales Executive | Norfolk, VA

**Position:** Sales Executive

**Location:** Norfolk, VA

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**If you are looking for a career opportunity with an award-winning, fast-growing, financially stable company, ICAT Logistics, Inc. can meet all your expectations and more.**

ICAT Logistics, Inc. strives to be the workplace of choice for the best and the brightest in our industry. We aim to fill this position with a professional candidate with strong logistics and sales experience—one that can create and maintain meaningful relationships with new and existing customers. Our industry is everchanging, so we are seeking a team member who is flexible and organized enough to take these changes in stride. Our team environment is focused on growing financially as a whole and, as a result, providing resources for our team members to grow as well.

Your application for this position will start you on your next career path, allowing you to grow and learn alongside supportive team members in our forward-thinking logistics company.

**Responsibilities and essential job functions include, but are not limited to:**

- Research leads, develop entrance strategies, and qualify your prospects' transportation spend to generate new business;
- Present ICAT Logistics' full range of services to your customer base, allowing yourself to build complete logistics and supply chain solutions;
- Build strong customer relationships and understand trends that affect their business to creatively and strategically develop solutions;
- Prepare quotes for new and existing business partners to meet your monthly and quarterly goals;
- Confirm customer information is entered accurately in our transportation management system;
- Work with the logistics team to ensure loads are covered and dispatched;
- Communicate frequently with the logistics team and carriers to ensure the shipper and consignee are aware of any challenges or issues that may arise; and
- Consistently track and trace your freight movements from origin to destination, and solve operational challenges.