



## Great Brokerage Sales Opportunity!

An established 3pl and asset based carrier is seeking an experienced **Account Manager** to join our operations in **Chicago, Illinois**. If you are a high achiever and are searching for a challenge, opportunity for advancement and a rewarding career while contributing to an industry leader's success – we need to talk!

The Account Manager position will be responsible for selling transportation brokerage services by developing relationships with existing and potential customers. In addition, the Account Manager will be responsible for developing relationships and negotiating the best transportation rates with qualified freight carriers. Our Account Managers become transportation and logistics experts who initiate and monitor completion of freight transportation, contract execution and customer follow up.

**Account Managers are employees, NOT AGENTS.** We provide a base salary, generous commission, full benefits package and opportunity for advancement.

Our Account Managers are successful through:

- Lead Development & Qualifying of Prospective Clients
- Negotiating Carrier Service & Sales
- Negotiating Client Service & Sales
- Monitoring and reviewing daily/weekly/monthly metrics from production reports
- Using authority for operational decisions for contract approval and completion, consulting with Sr. Account Manager
- Effectively monitors contracts and accounts receivable
- Relies on company resources and tools to maximize productivity
- Promotes Teamwork within the department to provide superior support to our customers

This position reports directly to the Senior Account Manager and is a key contributor to the sales & marketing team within this business unit.

The position does not require any travel.

Applicants must possess strong skills in the following areas: Prospecting, Lead Development, Qualifying, Closing, Account Management, Customer Relations, and Communication.

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**AB Transport, Inc. 210 2<sup>nd</sup> St. SE, Cedar Rapids, Iowa 52401**  
**1-866-274-5538      [www.abtransportation.com](http://www.abtransportation.com)**



**To qualify for this exciting position, you must possess:**

- A minimum 1 year of Brokerage Sales experience, required; 2-5 years experience, a plus
- 2-3 years of Brokerage Management experience, preferred. (TL, LTL and intermodal)
- Overall, 2-5 years of Transportation or Logistics experience is preferred.
- Ability to work in a team environment while being self-directed and motivated
- Successful experience in a sales environment, requiring a detail oriented approach and multi-tasking ability
- Brokerage account portfolio preferred, account contacts required
- Pricing Analysis experience (Customers and Carriers)
- Education: High School Diploma – required, Bachelor’s Degree – Logistics or Business related, preferred
- Computer literate using the following programs is required: Microsoft Office Suite, Database, Data Analysis and Transportation software

Our company values our employees, promotes ethical business practices and provides a competitive salary and benefit package including: Health, life and dental insurance and 401K, paid vacation and holidays and much more! Casual, but focused, work environment.

Don't delay – apply now!

**No phone calls, please.**

**To apply, send a cover letter and resume to:**

Hiring Manager – Chicago AM  
AB Transport, Inc.  
210 2<sup>nd</sup> St. SE  
Cedar Rapids, Iowa 52401

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