

## Carrier Sales Representative

### Description

We are seeking a dynamic and driven individual to join our team as a Carrier Sales Representative. In this role, you will be responsible for sourcing trucking companies to cover customer shipments through outbound methods and inbound leads. Your primary focus will be on growing and developing a network of reliable and experienced trucking companies to efficiently meet customer demands while ensuring profitability. Key responsibilities include providing and negotiating freight rates to motor carriers and our internal sales team, as well as proactively tracking shipments from booking to delivery and effectively managing any issues that may arise.

### Employment Type

Full-time

### Beginning of employment

Immediate

### Job Location

Remote work possible

### Date posted

March 22, 2024

### Responsibilities:

- Source trucking companies to cover customer shipments through outbound sourcing and inbound leads.
- Grow and develop a network of reliable and experienced trucking companies through relationship-building.
- Provide and negotiate freight rates to motor carriers and the internal sales team to ensure maximum profitability.
- Proactively track shipments from booking through delivery by maintaining constant contact with carriers via call, text, or email.
- Identify and effectively manage issues both externally with carriers and internally within the organization.

### Requirements:

- Experience in 3PL/Freight Brokerage is encouraged but not required.

### Expected Skills:

- Strong organizational skills.
- Strong interpersonal communication skills.
- Positive attitude and ability to work effectively in a team.
- Ability to multitask and manage workload effectively.
- Strong written communication skills, particularly in email correspondence.

We offer a competitive comp and benefits package, as well as opportunities for growth and development within the company. If you are a results-driven sales professional with a passion for the heavy haul or open deck industry, we would like to hear from you.

To apply, please submit your resume and a cover letter highlighting your relevant experience and qualifications. We thank all applicants for their interest, however,

only those selected for an interview will be contacted.

## **About VeriTread**

Our Mission Statement: VeriTread is dedicated to providing the industry's best transportation experience.

Our Values:

- Integrity
- Customer Obsessed
- Creativity
- Unique Culture
- Passion for Winning

Our Company:

VeriTread is a team driven by technology that connects shipping customers and transport service providers in a secure online commerce for the heavy haul freight industry. VeriTread enhances the relationship between shippers and carriers by providing a suite of innovative decision tools that empower members to make smarter, more informed transportation decisions. We enable shippers to move freight seamlessly and without hassle while providing carriers with transparency and reliability.

*VeriTread provides equal employment opportunities to all employees and applicants for employment and prohibits discrimination and harassment of any type without regard to race, color, religion, sex, national origin, ancestry, age, order of protection status, marital status, sexual orientation including gender-related identity, pregnancy, physical or mental disability, and military status or unfavorable discharge from military service.*