



Position: Regional Sales Manager – Atlanta, GA

Purpose: The primary purpose of this position is to lead branch and corporate revenue growth efforts by establishing new, profitable business relationships and expanding existing business relationships. The sales manager will work in close coordination with the Vice President Sales and Branch Manager to achieve budgeted branch growth goals each year.

Qualifications:

- Sales experience in freight forwarding, NVOCC, customs brokerage and 3PL services.
- Well rounded knowledge of international transportation in multiple trade lanes and modes.
- Excellent written and oral communication skills.
- Strong organizational skills and detail oriented.
- Strong leadership skills with ability to solve problems and make decisions.
- Self-motivated and the ability to work with minimal supervision.
- Ability to work within a team structure to achieve collective goals and positive results.
- Ability to achieve positive sales and business development results at minimum expense for the Company.
- Bachelors or Associates degree preferred.

Responsibilities:

- Solicit qualified sales appointments in defined territory, with a goal of ten face-to-face sales calls per week.
- Send out a minimum of forty sales proposals to new business prospects per month.
- Coordinate the preparation of rate quotations for presentation to potential clients.
- Develop detailed logistics, forwarding and brokerage program recommendations for potential accounts.
- Meet annual sales growth goals through addition of new business, both at branch and corporate level.
- Client visits and communication with Customer Service Representatives and Management Team.
- Obtain signed and completed credit applications, service repayment agreements, powers of attorney, and other applicable documents from customer.
- Regularly update sales coordinator on sales activity and client contact information for input into sales database.
- Maintained detailed records on sales progress with each target.
- Participate in weekly sales meetings with Branch Manager, Sales Management and Company Executives.
- Submit weekly sales summaries to Branch Manager, Sales Management and Company Executives.
- Submit monthly sales and expense reports to Branch Manager and Sales Management.

Organizational Structure:

- Reports to Vice President Business Development & Sales

Compensation & Benefits:

- Salary commensurate with experience plus commission / bonus program.
- Benefits include health & other insurance, paid vacation & sick leave and matching 401(k) plan.
- Company phone, laptop, and tablet.
- Car allowance/provision.

To apply please contact:

Steve Kaufman, General Manager/Southeast
skaufman@cvinternational.com