

JOB POSTING

Sales Executive

At A Customs Brokerage, we believe in fostering innovation, collaboration, and excellence in everything we do. As a leading customs house broker and freight forwarding company, we're dedicated to empowering our team members to reach their full potential while making a meaningful impact in everything they do. Our core values guide us in every decision we make, ensuring that we maintain integrity, are passionate and commitment concierge service.

We have an immediate opening for an experienced Sales Executive to develop and maintain relationships with clients by identifying prospective customers, following up on potential sales leads and maintaining relationships with existing customers.

Main responsibilities include:

- Identify and establish contact with potential customers.
- Schedule meetings with customers to present sales proposals or address questions or concerns.
- Develop and maintain relationships with existing customers.
- Attend industry trade shows to identify potential sales leads and make meaningful contact with existing customers.
- Follow industry trends to identify new opportunities for potential sales.
- Recommend marketing strategies to target a specific need.
- Generate and submit sales reports to management.

The ideal candidate will have the following skills and qualifications:

- Graduated from a four-year college or university with a degree in business management, business administration or related discipline a plus.
- Demonstrated ability in meeting sales objectives.
- Impeccable interpersonal communication skills.
- Thorough understanding of the industry and industry trends.
- Familiarity with marketing strategies.
- Proficiency with MS products and CRMs.
- Ability and willingness to travel for trade shows and client meetings

Base salary of up to \$70K plus commission. Excellent benefits including health insurance, retirement plan, PTO.

Web: www.acb-us.com/careers/