



Outside Sales Representative

Email: careers@polarislogisticsgroup.com

Sales Representative will assist the company by growing its customer base. The person will learn the core offerings of the company and work to assist prospective customer to utilize those core offerings. The person will also work with other sales people within the local office to develop and implement a cohesive sales plan for the office. This specific sales position will be reporting to the Bountiful, Utah Branch.

Qualifications

- * Passion for sales, and success
- * Attention to detail, Confident personally and in what your sale.
- * Self-motivated and have ability to motivate and influence others
- * Excellent communication & problem solving skills
- * Proficiency in Microsoft Office
- * Knowledge of the transportation industry
- * Minimum of 1 year Experience in Transportation or logistics sales.

Responsibilities

- * Become Proficient and Knowledgeable in our Company's core offerings. LTL , Truckload, Flatbed, Intermodal and Air Freight. As well as international and domestic small package.
- * Develop and build relationships with customers.
- * Manage customer expectations
- * Assist in developing overall sales plan for Utah office
- * Ability to price all modes of transportation
- * Ability to work with other key team members