

Carrier Sales Trainee

Summary

As a Carrier Sales Trainee, your focus will be on providing the *right* logistics solutions for our unique customers by developing new carrier relationships and leveraging our current carrier portfolio.

As you begin your career with LiVe, you will go through an extensive on-the-job training period where you will be under the guidance of our Director of Carrier Sales. During this time, you will learn industry best-practices, as well as the fundamental skills required to build your own successful portfolio of carriers. The Carrier Sales Trainee role is a foundational opportunity to learn the brokerage industry from the ground-up, with the opportunity to move your career forward as the company grows.

What You'll Do:

- Provide cost-effective transportation solutions for LiVe Logistics customers by negotiating rates based on current market demands
- Create and manage your personal LiVe Logistics carrier portfolio by developing and nurturing new carrier relationships
- Determine and communicate truck availability through consistent contact with carrier partners
- Provide world-class service from booking through delivery
- Proactively identify and resolve issues
- Assist the Director of Carrier Sales and/or Customer Operations as needed

What You Need:

- Desire for career growth & strong work ethic
- Outstanding customer service skills with internal and external clients
- Strong written & verbal communication skills
- Ability to multitask and execute on responsibilities with precision and attention to detail
- Make decisions with confidence and efficiency
- Embrace our values: People, Culture, Relationships
- Bachelor degree preferred
- Customer service / sales experience desired

What You Get:

- Competitive base salary + bonus potential
- Opportunity to grow with the business into future leadership opportunities
- Comprehensive health benefits & 401K
- The opportunity to join a company on the ground floor and leave your mark

If you love what you do, but perhaps not where you're doing it ... OR are looking for a chance to build something special, LiVe Logistics just may be for you.

LiVe Logistics is an at-will employer.

Submit resumes to swakefield@livelogisticscorp.com