

# WORK FOR CIRCLE

## Account Manager

Circle Logistics is a privately held third-party logistics company committed to delivering on three core promises to our customers: No Fail Service, Personalized Communication, and Innovative Solutions. Our people are our greatest asset, and we wouldn't be where we are today without continuous investment in talented individuals.

As an Account Manager, you will represent Circle Logistics and serve as the main point of contact for our existing customers. You will maintain and grow existing accounts by bringing solutions to customers' freight-related issues, providing outstanding customer service, and ensuring on-time delivery. This role is responsible for nurturing long-term relationships and growing existing clientele.



### DUTIES/RESPONSIBILITIES

- Maintain and grow existing accounts by managing customer day to day requirements
- Analyze customers' needs and offer personalized solutions
- Match customer demand with quotes for their freight-related inquiries
- Build strategies that will result in increased sales and stronger partnerships
- Solve complex problems and be the main contact for all your accounts' communications
- Collaborate with your team on pricing strategy and account implementation plans
- Consistently executing daily business (accepting/rejecting load tenders, lane bidding, updating customers about shipment status, etc.)
- Manage any issues that come up in the normal operation of freight movement

### SKILLS/ABILITIES

- Excellent written and verbal communication skills
- Extraordinary attention to detail and teamwork skills
- Excellent problem-solving and time management skills
- Willingness to be available after hours and weekends if needed

### SALARY EXPECTATIONS

- Year 1: \$35k - \$45k
- Year 2: \$45k - \$65k
- Year 3-5: \$50k - \$90k

### BENEFITS

- Uncapped incentive plan
- On-site training and career development
- Paid holidays and paid time off
- Insurance benefits including but not limited to: Health, vision, dental, life, and disability
- 401(k) Plan



We are an equal opportunity employer and all qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, disability status, protected veteran status, or any other characteristic protected by law.



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