

WORK FOR CIRCLE

Carrier Sales Representative

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.

Our Carrier Sales Representatives focus on the fast-paced aspect of our business, moving commodities from point A to point B. You will be responsible for creating and managing your individual book of business through communication with carriers to ensure timely pick-ups and deliveries of our customer's freight while building and growing relationships in the process. This role combines inside sales, account management and relationship building all into one.

DUTIES/RESPONSIBILITIES

- Develop a business strategy to build a book of business of carriers
- Provide and negotiate freight rates to carriers
- Seek out and solve potential freight-related operational issues
- Ensure that all freight is moved on time and at a fair cost
- Collaborate internally with our sales team on freight rates, market trends, pricing strategy, and account implementation plans
- Procurement of new carriers based on volume and lane density
- Communicate effectively both internally and externally
- Resolve transportation problems with urgency and professionalism
- Maintain over 90% MacroPoint tracking percentage
- Maintain strong grasp and market knowledge of shipping lanes, geography, and seasonality

SKILLS/ABILITIES

- Excellent written and verbal communication skills
- Extraordinary work ethic and teamwork skills
- Ability to handle stressful situations
- Willing to be available after hours and weekends if needed

SALARY EXPECTATIONS

- Year 1: \$35k - \$40k
- Year 2: \$40k - \$50k
- Year 3: \$50k - \$60k

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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