



### **Company Profile:**

Since 1977, **EA Logistics** has provided global best-in-class transportation, warehousing and logistics **services**.

As a multi-modal freight forwarder, we have the capacity to move anything, anywhere, anytime! Our customer-centric state of the art TMS, WMS and quoting tools provides online visibility and efficiency that can be integrated into our client's systems.

We have the scale to deliver excellent solutions coupled with the passion and depth of resources to support all of our customers and salespeople in the way they expect. We pride ourselves on always thinking forward and providing flexible solutions to meet the demands of our customers which ranks our solutions ahead of any others.

### **Job Summary and Mission:**

\*Multiple positions available spanning the Chicago land area and suburbs.

As an Account Executive you will be tasked with hunting and selling profitable domestic & international freight forwarding services and solutions throughout the assigned territory.

Successful candidates will approach all opportunities with a positive mindset, a solutions and customer oriented focus as well as a desire to exceed targets and goals. Account Executives must be highly organized, reliable and able to manage an aggressive schedule of daily tasks including: sales visits, follow up communications and implementation programs simultaneously while meeting company and customer deadlines.

### **Summary of Key Responsibilities:**

Responsibilities and essential job functions include, but are not limited to the following:

- Prospecting, selling and developing accounts through strong relationships with customers interested in freight forwarding, warehousing and logistics services.
- Demonstrate active attention to pipeline prospect accounts and progress toward closing.
- Work cooperatively with other sales leaders and operational team members to effectively implement, grow and retain customers.
- Develop and consistently grow customer base and revenues while meeting monthly/quarterly targets.
- Develop a sales strategy prior to meeting with potential clients using a variety of electronic and printed visuals to assist them in a value based consultative selling.
- Participate in ongoing customer solution proposals, and value proposition presentations.

***Please submit your resume to: [Careers@ealogistics.com](mailto:Careers@ealogistics.com) OR visit us at: [WWW.EALOGISTICS.COM](http://WWW.EALOGISTICS.COM)***