

National Account Executive

StoneArch Logistics - Minneapolis, MN

StoneArch Logistics is a rapidly growing, Minnesota based company providing transportation services and logistics solutions to market leading customers nationwide. We specialize in Full Service Logistics focusing on Temp Controlled Truckload (TL) and LTL, Dry Van, Warehousing and Cross-docking.

At StoneArch, our focus is exceptional customer service, integrated logistics technology, and a strong passion for providing the most comprehensive options for our customers. Internally, we pride ourselves on a culture and environment that is challenging, supportive, fast paced, and fun!

We are currently offering an opportunity for you to join our team of logistics professionals as a National Account Executive. The best candidates should have logistics experience in one or more of the following environments: Full Truck Load (Temperature Controlled or Dry Van), Temperature Controlled LTL, Truckload Brokerage, and Truckload Pricing/Freight Rate Negotiations.

Responsibilities:

- Daily phone prospecting to cultivate new sales leads and establish new business
- Develop and implement strategic sales plans to accommodate corporate goals
- Create SOP's for each new customer; actively coordinate and support the on-boarding process between operations and the customer
- Provide excellent follow-up as to solutions and proposals for current and prospective clients - develop and maintain strong relationships with clients
- Work as a team to ensure the highest in customer satisfaction
- Develop a thorough understanding of services and capabilities offer by StoneArch
- Document & report all contacts, pricing requests, sales activities, and additional customer/prospect interactions within the StoneArch database
- Strive to achieve goals on the individual, team, and company level

Qualifications:

- 2+ Years' experience – including a track record of success in logistics – sales and/or operations
- Entrepreneurial customer focused attitude, competitive spirit, strong work ethic and confident attitude
- Exceptional problem solving and negotiation skills and the ability to think and respond quickly to sales and service issues
- Ability to work well in a team setting to achieve company objectives
- Formal understanding of logistics pricing models and profit targets

- Basic computer skills in Word, Excel, Outlook, and PowerPoint. Polished electronic presentation skills
- Strong written and verbal communication skills
- College Degree Preferred

StoneArch Offers:

- Competitive Base Salary
- Uncapped Commissions
- Health/Dental Benefits
- 401(k) Savings Plan
- Informal, Fun Environment