

Carrier Sales Associate
StoneArch Logistics
Minneapolis, MN

Overview:

StoneArch Logistics is a rapidly growing, non-asset based, value added logistics provider to the food and food packaging industry. We are actively seeking ambitious individuals to join our Carrier Sales Team. StoneArch is comprised of hard working, customer focused logistic professionals committed to high level business achievement.

Carrier Sales Associates are responsible for building a strong base of quality carrier relationships to help execute company growth plans. This position will work closely with the Carrier Sales Manager to ensure our customer's requirements are met in a manner that also meets our company's revenue and profit objectives. The ideal candidate is a results oriented professional who wants to make a BIG impact and play a key role within a strong organization.

Primary Responsibilities:

- Build and manage a qualified and reliable book of carrier partnerships
- Effectively communicate with drivers and dispatchers
- Closely track and monitor transit of shipments
- Ultra-competitive attitude
- Ability to make decisions in a high stress environment
- Implement and carry out strategies & policies to ensure timely pickup and delivery of shipments
- Maintain a high level of both internal and external communication

Requirements:

- Proven expertise in sales and business development
- Excellent communication, facilitation, issue management, and negotiation skills
- Ability to influence and persuade others
- Ability to solve problems and provide effective solutions
- Outstanding interpersonal skills with a strong presence and the ability to interact across different departments of an organization
- Ability to work efficiently in a fast paced environment
- Attention to detail
- MS Office proficiency

What we offer:

- Competitive base salary
- Comprehensive benefits package
- Generous paid time off policy
- 401(k) with company match
- A leadership position at one of the Twin Cities' fastest growing 3PL's
- Casual dress code and work environment