

Carrier Procurement - Perishable Department

JTS is looking for a Carrier Procurement person to work in the Fresno Perishable Department. This position reports to the Carrier Procurement Lead.

Responsibilities & Duties:

- Establish and grow relationships with trucking companies to support customer requirements.
- Secure equipment for all available loads that have been assigned to your region, utilizing load boards via DAT, Internet Truckstop, and all other resources available.
- Negotiate with carriers and clients in a manner that maximizes profitability (70% of day).
- Bid additional business on new and existing lanes when requested.
- Pre-plan the use of carriers and equipment for efficiency whenever possible.
- Articulate to the carrier expectations to ensure transit times and on-time deliveries are maintained.
- Identify new sales opportunities through lead generation, heavy cold calling and prospecting.
- Work regularly with logistics coordinators to determine the immediate and future trucking needs.
- Work with logistics coordinators to troubleshoot issues with carriers.
- Assist coordinators as needed.
- Ensure that the system is updated with the most accurate information in our carrier base.

Skills & Experience:

You must be able to communicate verbally and in writing. Must be able to use the computer to send and receive information, do research on the internet and maintain files.

Educational Requirements:

High school diploma or equivalent.

Physical Requirements:

This position is sedentary, performed at a desk using the phone and computer.

You will work a five-day work week typically from 6:30 a.m. to 3:30 p.m. Some Saturday, holiday and on-call hours will be required.

Benefits:

As a JTS full-time employee you are entitled to receive the following benefits: Employee medical, dental and vision insurance; life insurance; long-term disability insurance; accidental death and disability insurance; company-funded retirement plan; accrued vacation and sick leave.

To apply, please send your resume with a cover letter to hr@johansontrans.com.

JTS Treats You Like Family.

Johanson Transportation Service (JTS) is a third-party solutions provider; licensed property broker; licensed ocean freight forwarder and NVOCC, helping companies manage their supply chain with Justified Timely Solutions® that exceed their unique business challenges.

JTS offers customized freight solutions, including: dry and temp-controlled Truckload, Less-than-Truckload, Air and Ocean Freight, Rail Intermodal, and comprehensive importing/exporting solutions with one point of contact.

As a family-owned business, we hold family values important and care for the well-being of each person professionally and personally. We look out for the best interests of our employees and their families, and we like to think of our employees as part of our extended family too.

JTS is headquartered in Fresno, CA with five regional U.S. offices:

International & Intermodal Division – Roseville, CA
Logistics Division – Salem, OR
Midwest Division – Madison, WI
Northeast Division – Denville, NJ
Pacific Northwest Division – Tigard, OR

JTS is an equal opportunity employer.

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