

Experienced 3PL Sales Professionals

JTS is looking for experienced, motivated professional agents or 3PL sales professionals to work in our Fresno, CA corporate headquarters or one of our five regional offices in the U.S. These positions will report to a Senior Vice President.

This is an extraordinary opportunity for persons who have an entrepreneurial spirit, an established book of domestic and/or international freight customers to build and grow from, coupled with the energy, drive and determination to make a real difference within our company. We offer an excellent compensation and benefits package.

Responsibilities & Duties:

- Develop new business, generating and managing leads from your existing book of business, networking activities and marketing leads.
- Cross-selling our full portfolio of logistics solutions, including Full Truckload, LTL, Rail Intermodal, Air and Ocean freight, International freight and technology services.

Skills & Experience:

- Prior 3PL/freight brokerage sales experience with 3-5 years highly desirable.
- Prior logistics experience and knowledge preferred.
- Computer experience with Microsoft Office (Word, Excel).
- Strong analytical skills with the ability to make sound decisions and solve problems quickly.
- Must be detail-oriented and able to multi-task in a fast-paced work environment.
- Excellent negotiation and communication skills (oral and written).
- Comprehensive understanding of market conditions and needs of customers.

Educational Requirements:

Bachelor's degree or equivalent work experience.

Physical Requirements:

This position is sedentary, performed at a desk using the phone and computer. It will also require some travel within the continental U.S. as needed.

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.

Experienced with temp-controlled freight brokerage? Send a resume and cover letter to rrattazzi@johansontrans.com.

Experienced with dry freight brokerage? Send a resume and cover letter to bnegri@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.

www.johansontrans.com