

Northeast Sales Account Executive

JTS is looking for an experienced logistics sales professional with a background in truckload sales to work in our Denville, NJ office. The position reports to the VP - Northeast Region.

This is an extraordinary opportunity for someone who has an entrepreneurial spirit, an established book of business to build and grow from, coupled with the energy, drive and determination to make a real difference within our company.

Responsibilities & Duties:

- Develop new truckload 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 LTL, rail intermodal, air and ocean freight, international freight and technology services.

Skills & Experience:

- Minimum of five years of transportation/logistics sales experience, with a strong emphasis on truckload sales.
- Computer experience with Microsoft Office (Word, Excel).
- Strong analytical skills with the ability to make sound decisions and solve problems quickly.
- Detail-oriented with ability to multi-task in a fast-paced work environment.
- Excellent negotiation, problem-solving and communication skills, both oral and written.
- If not local, a willingness to re-locate or commute to Denville, NJ.
- Ideal candidate will have an established book of business.

Educational Requirements:

- Bachelor's degree or equivalent work experience.

Physical Requirements:

This position is sedentary, performed at a desk using the phone and computer. Some travel inside the U.S. required 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.

To apply, please send your resume to jts-newjersey@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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