

Carrier Sales Representative

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Company: Kingsgate Logistics

Location: India

Category: other-general

Job Description

Carrier Sales Representatives coordinates servicing Kingsgate Logistics' clients while interfacing with Account Managers, Customer Service Specialists, and Track and Trace. This position is responsible for growing our relationships with carriers to streamline the most efficient resources for covering loads. This individual would be directly involved in securing transportation for customer shipments, on time pick-up and delivery requirements and 100% customer satisfaction. This is a full-time position, 8 hours each day, Monday thru Friday from 8AM-5PM. The employee must maintain regular attendance and must be present at work to communicate and interact with customers and coworkers while contributing to general business operations.

Requirements

- Coordinates servicing Kingsgate Logistic' clients by covering loads while interfacing with Account Managers, Customer Service. Specialists, and Track and Trace.
- Establish new carriers by obtaining all the necessary information from sales reps and carriers
- Handles a high volume of calls from our Carriers.
- Creates a close relationship with our Carriers.
- Ensures Carrier will provide time pick-up and delivery for clients and troubleshoots any issues that would prevent services form being provided in a timely manner.

- Verify with insurance expiration dates, liability insurance, and when necessary, additional insurance based on type of truck.
- Resolves any Carrier issues or concerns or issues.
- Ensure all carrier contract paperwork is complete and updated
- Ensure all load characteristics are communicated and acknowledged. Know what you are selling.
- Ensure proper tracking methods are applied to covered load.
- Updates Account Managers and Customer Service Representatives on problem loads, and what corrective actions have been implemented
- Manages and builds Carrier relationships.
- Creates opportunity to establish preferred carriers who can consistently cover many loads for multiple customer lanes.
- Coordinates and manages the most efficient loads to remain cost effective.
- Emphasis on customer requirements such equipment type, temp settings, locations etc.
- Promotes and achieves company profit margin and goal initiatives.
- Accomplishes organization goals by accepting ownership for accomplishing new and different requests; exploring opportunities to add value to job accomplishments.
- Protects organization reputation by keeping pricing, promotion, purchase order, and credit-limit information confidential.
- Updates and maintains carrier profile information within McLeod database.
- Ensures proper data entry and systems management to support to the various systems (order entry, routing & dispatching, and/or traffic coordination).
- Updates job knowledge by participating in educational opportunities.
- Other duties as assigned.

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