

Siam Logistics, LLC is a certified woman and minority (WBE/MBE) owned freight brokerage firm established in 2009. Our certifications satisfy supplier diversity requirements which is an important selling point when pursuing new business. At its core, Siam defines success not by numbers alone but by loyal, pleased customers and thriving, happy employees. Our employees are the center and only through them do we grow. Come help shape the future of Siam with us!

We are looking for an Account Manager (Freight Broker) to generate a book of business through significant prospecting and relationship building. You will address customer concerns and contact prospects to expand your account portfolio. We expect you to be energetic and goal-driven with excellent communication skills. Your goal will be to foster long-term relationships with clients and consistently grow your desk.

*We are only seeking candidates that have prior credible experience creating, building, and managing their own book of business from the sales side of the transportation logistics industry sector.*

#### **WHAT YOU'LL GET FROM US**

- Fully remote position – all necessary equipment provided
- Industry competitive salary with UNCAPPED commission structure
- Full benefits - medical, dental, vision and life insurance
- Paid Time Off, in addition to, 11 paid company holidays
- 401K with company match
- A company that cares about you and your success
- A work environment that is friendly, helpful, and engaging

#### **WHAT WE ASK OF YOU**

- A drive for selling coupled with a passion for people
- A strong desire to close the sale while also meeting needs and gaining trust
- Act as the liaison between clients, carriers, shippers, and receivers
- Develop strong professional relationships in selling freight brokerage services through prospecting new and current business opportunities.
- Responsible for identifying sales opportunities while developing and growing a book of business.
- Contact customers daily to generate additional revenue and maintain relationships.
- Provide full-cycle customer service. Understand the customer's shipping needs, negotiate rates with customers/carriers and work to find the most efficient shipping option while providing updates/information to all parties.
- Ability to manage multiple priorities and maintain the flow of business information with a sense of urgency.

#### **WHAT YOU'LL BRING**

- Associates degree. Bachelor's degree preferred.
- Entrepreneurial sales approach, no set territories.
- Aptitude and appreciation for selling in a fast-paced environment.
- Proactively identify and solve problems
- Able to withstand pressure and manage various levels of urgency
- Excellent verbal/written communication skills, quick PC navigation, and follow through abilities.
- Goal oriented, strong work ethic, and a team mentality.

**WHAT YOU'LL NEED FOR SUCCESS**

- Use of TAI TMS, Internet Truckstop, DAT, Carrier 411 and Parade
- Microsoft Outlook, Teams, Word, etc. RingCentral for phones
- Logistics, brokerage, or transportation experience.
- Must be okay with consistent heavy outbound/inbound call volume (100+ per day)
- Cold calling, inside sales and account management.

**WORKING HOURS**

- Normal working hours are 7:30AM to 4:30PM excluding 1 hour for lunch. Afterhours may be required depending on customer's needs.