

ACCOUNT EXECUTIVE

Trademark Transportation, Inc.

Trademark has been in business for more than 29 years. We continue to experience strong growth and have an aggressive three-year plan. We are looking for individuals who are willing to be a part of a team where everyone does their part and works well together. For the right person, there are opportunities for responsibility, growth and leadership.

BUSINESS DESCRIPTION

Trademark is a carrier with a different approach. Companies turn to us as a transportation, warehousing and logistics resource to safely gather, store and distribute food and ingredients. We manage tough stuff well. Handling temperature sensitive products, small widely scattered shipments, challenging locations, even last minute changes... is what we do.

Our Business Management System is ISO 9001:2008 certified. This means that we have a specific set of quality principles including customer focus, a process approach and a commitment to continual improvement. It all revolves around our underlying values, mission and vision.

VALUES

At Trademark we value building, serving, growing and giving:

- Building: Putting a well thought out and well put together business in place.
- Serving: Taking good care of everything entrusted to us.
- Growing: Making everyone and everything better.
- Giving: Making a difference in the lives of those around us, in the marketplace and beyond.

MISSION

Our job is to make our customers look good.

Position Overview

Our purpose is to deliver a distinctive Customer Experience. We do this by placing the customer at the center of our business. This is reflected in our quality policy's commitment to our customers "to take good care of your products and you through our mastery of the details." One critical area to delivering this is the Marketing Group and specifically the Account Executive.

ROLE

This role is part of the Sales Process, which has been put in place to get freight, build volume and market share through new and established customer relationships and markets. Working with Customer Service is the support arm of the Marketing System helping to execute and fulfill customer expectations. The strategic goal for this position is to defend the sale developing additional volume and market share through increased customer satisfaction.

Responsibilities

- Outside and Inside Sales
- Customer Requirements and Solutions
- Opportunity Details
- New Customers
- Customer Volume, Rates and Revenue
- Strategic, Targeted and Director Level Relationships
- Customer Reviews

Qualifications

- Bachelor's degree in Marketing or Communication.
- Three years experience in Transportation related Marketing or Customer Service.
- Typing speed of 50 words per minute.
- Proficiency in MS Office products: Word, Excel, PowerPoint, Outlook.

Capacities

- Acting responsibly, maintaining professionalism and being accountable for personal conduct, work performance and results.
- Working well with others.
- Communicating well verbally and in writing.
- Building strong working relationships, resolving conflicts between people and collaborating with others.
- Conveying, receiving and clarifying instructions and information.
- Carrying out, monitoring and confirming company procedures.
- Completing forms, keeping records and compiling reports.
- Reviewing, assessing and analyzing situations and making improvements.
- Recognizing problems, identifying their root cause and resolving them.
- Working with numbers, facts and details, performing analysis and reporting results.
- Engaging, taking interest in prospects and their businesses, probing, uncovering and clarifying needs.
- Proposing, presenting and reinforcing solutions.
- Closing sales, negotiating terms and addressing logistics.
- Developing and increasing business.

Reporting Relationships

Position reports to the Vice President of Sales and Marketing.

Further Information

Visit our website www.trademarktrans.com or contact hr@trademarktrans.com.