

# Government Sales Position

Act as a strategic and tactical sales manager to facilitate the achievement of the business goals through all sales activities including selling and managing government and military accounts, completing customer bids and quoting for spot/transitional business. Leverage knowledge of the government and military transportation industry to influence and impact decision-making processes and contribute to the creation and execution of business strategies.

## **DUTIES & RESPONSIBILITIES:**

- Develop and close new business. Fostering close relationships and developing opportunities with all new and current customers to achieve growth in the respective department
- Collaborate with the Management team to streamline processes and source new opportunities while identifying company strengths and niche markets to penetrate
- Prepare sales presentations and monitoring sales leads and response
- Provide activity reports including weekly / monthly reporting on portfolio analysis and KPI's
- Complete, quote, and upload RFI/RFP/RFQ's for all opportunities within respective commerce.
- Confidently quote short-notice, expedited freight requests (knowing and understanding required criteria)
- Other duties as assigned

## **QUALIFICATIONS:**

- Familiar with all facets of the brokerage, freight forwarding for Government and Military entities: required protocols, contracts, liability insurance, developing SOP's, etc.
- Experience working with all Government Agencies
- Clear and confident communication
- Experience with contract review and negotiation
- Ability to work with the operations team to quote year-round pricing for bids that could range from 20-15,000 lanes
- Knowledge of designated markets to quote ad-hoc / transactional freight opportunities
- Ability to develop business from sales perspective as well as on a strategic level
- Minimum 5 years' experience in the industry
- Managed a minimum \$10M of annual revenue

We offer a competitive base salary, generous commission program, 100% paid medical, dental, life and LTD insurance for employees only, along with 401K, HSA, paid holidays, sick time and paid vacation.

College degree or equivalent in experience required. Past work experience, credit, criminal and driving records investigated. This is a full-time position in Johns Creek, GA. Send your resume' with work history to [CTLHR@cortrans.com](mailto:CTLHR@cortrans.com).

**CorTrans Logistics:** We are a freight forwarder and broker with highly experienced team members that are creative in all they do. In business for twenty-two years and growing.

Modes of services are: International Air/Ocean – Domestic Air – Charter – NFO – Next Day – Second Day – Economy – Air Hot Shots (with time definite delivery) Truckload – High Value – Straight Truck – Lift Gate – Hot Shots Sprinter – Specialized Equipment – Flatbeds – Double Drops – Stretch Trailers – RGN's – Stepdeck – Lowboys – Heavy Haul Multi-Axle Project Logistics – Integrated Logistics Synchronize Distribution – 3PL – Reverse Logistics – Warehousing – Intermodal Piggyback.