

Position Title: Sales Manager
Department: Sales
Reporting To: Founder/President
Employment Type: Full-Time Exempt

About CorTrans Logistics, LLC

CorTrans Logistics, LLC is a Hispanic woman-owned, Domestic and International Freight Forwarder, Broker, and 3PL Provider. Leveraging our extensively vetted partner network, we provide exceptional logistics solutions to our customers. Based in Johns Creek, GA, we are committed to diversity, innovation, and excellence in freight forwarding and logistics.

Job Overview

The Sales Manager is responsible for driving new business development, overseeing the full sales cycle from lead generation to deal closure. This role focuses on establishing and nurturing mutually beneficial relationships with clients to increase market share and secure new accounts. Performance will be evaluated quarterly, with sales revenue and gross profit reports determining success against pre-set goals.

Key Responsibilities

- **Lead Generation & Business Development:**
 - Identify and generate new business leads through research and networking.
 - Use diverse communication channels (email, phone, office visits, social media) to engage prospects.
- **Sales Execution:**
 - Develop and implement strategic sales plans to capture market opportunities.
 - Execute the entire sales process, from prospecting to closing deals.
 - Create and present tailored proposals and presentations to qualified leads.
 - Rekindle relationships with previously established contacts to identify opportunities.
- **Collaboration & Marketing:**
 - Collaborate with the operations team to ensure smooth communication and account management.
 - Participate in marketing initiatives such as trade shows, sales events, and conferences.
- **Reporting & Analysis:**
 - Submit weekly sales progress reports and updates on account activities.
 - Stay informed about industry changes to maintain a competitive edge.
- **Customer Focus & Solutions:**
 - Provide creative solutions to challenges faced by clients and the company.
 - Handle expense reporting for travel or client-related reimbursements.
- **Additional Responsibilities:**
 - Support administrative staff in creating client-specific materials.
 - Perform other duties as required to support organizational goals.

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Experience/Education: Bachelor's degree in business, logistics, or a related field (or equivalent experience). Minimum of 3 years of sales experience in transportation logistics; 5-7 years preferred.

Skills:

- Proficient in Microsoft Office 365 and other relevant software systems.
- Strong communication skills, with the ability to write reports and present effectively to groups.
- Capable of creating rough pricing estimates with operational support for final quotes.
- Effective problem-solving and decision-making abilities.

Other Requirements:

- Flexibility to work necessary hours to meet deadlines.
- Ability to build rapport with diverse employees, suppliers, and customers.
- Regularly required to sit, type, and use visual acuity for analyzing data and viewing a computer screen.
- Frequently required to talk and listen.
- Accommodations can be made as needed.

Working Conditions:

- Typically, a moderate noise level.

Benefits:

- Competitive, salaried position based on experience and performance.
- Comprehensive benefits, including 100% employer-paid premiums for medical, dental, life, and LTD insurance, with HSA options.
- Paid holidays, sick leave, and vacation.
- Eligibility for 401(k) benefits after 12 months of employment.
- Commission program for exceeding sales quotas.

Disclaimer: This job specification outlines the general nature and key responsibilities of the position but does not encompass all job duties. Employees may be required to perform other related tasks as directed by their supervisor.

Ready to Join Us? If you're ready to bring your expertise and passion to our dynamic team, we'd love to hear from you. Please submit your resume and salary requirements to kmiles@cortrans.com.