



Position Title: Sales (Charlotte, NC)	Department: Sales
Reports to: VP of Sales	Classification: Exempt

Primary Function:

Advertise and sell services of the company to current and prospective customers for the purpose of revenue generation.

Essential Position Responsibilities:

- Prepare and present proposals and contracts to existing and prospective customers
- Maintain materials relating to sales and knowledge of company services
- Resolve customer issues by investigating problems, developing solutions and making recommendations to operations
- Monitor competition by gathering current marketplace information, pricing, products, new services, opportunities, etc.
- Relate and present feedback from field activity to operations management and customer service
- Other duties as assigned

Position Requirements/Qualifications:

- Bachelor's degree required, extensive experience in truckload transportation a plus
- Computer knowledge and proficiency in Microsoft Office including Word, Outlook, Excel
- Excellent communication skills, both oral and written
- Knowledge of transportation, logistics, and supply chain industry
- Flexible schedule with overnight weekly travel required

Please send all resumes to human.resouces@ctmi.us