



# **ReTrans Freight**

A Kuehne + Nagel Company

## **Job description**

Regional Sales Manager – Mid-Atlantic US. The purpose of the position is overall management and development of the Enterprise Freight Management solution for the Mid-Atlantic US region, specializing in LTL. This position will not be entirely limited to LTL, but be able to successfully sell a complete supply chain solution. Ideal candidate will be located in NY/NJ area.

## **Your tasks and responsibilities**

- Develops and implements strategic sales plans to accommodate/tie into local, region, and corporate goals
- Determines market strategies & goals for each product and service
- Researches and develops lists of potential customers
- Maintains up-to-date understanding of industry trends and technical developments that affect target markets
- Analyzes/reviews sales statistics to formulate a change if/when needed
- Delivers sales presentations to key clients
- Meets with key clients while maintaining relationships, negotiating and closing deals
- Prepares necessary sales reports showing sales volume, potential sales and areas of proposed client base expansion
- Monitors and evaluates the activities and offerings of the competition
- Tasked with sales revenue/profit growth for assigned region.
- Development of creative solutions.

## **Your skills and experience**

- Previous experience with 3<sup>rd</sup> Party Logistics, Supply Chain Management a plus
- Requires a minimum of 3-5 years of sales field experience
- Experience with Logistics processes, systems and solutions
- Demonstrated problem solving and negotiation skills
- Respond promptly to customer
- Demonstrate attention to detail
- Able to gather and analyze information
- Strive to continuously solicit customer feedback to improve service.
- Prioritize and plan work, setting goals and objectives through the development of achievable plans.
- Display original thinking and creativity while generating opportunities and recommendations for improving work.
- Excellent oral and written communications meeting challenges with resourcefulness.

[www.retransfreight.com](http://www.retransfreight.com)

420 Airport Rd, Fall River, MA 02720

## **Benefits**

Attractive Salary, No-ceiling Commission Plan, Comprehensive Benefits Package

## **About ReTrans Freight**

Since 1981, ReTrans Freight has been offering high-value transportation management solutions that are tailored to help meet the needs of shippers requiring LTL, Truckload and Expedited Freight Services. Our enterprise management approach encompasses service, rate stability, and savings, coupled with a robust technology offering. By leveraging our aggregated volume through our nationwide transportation network, we can provide an immediate impact to a company's bottom line. Our program also significantly reduces or eliminates many of the administrative costs associated with a company's freight bill process. ReTrans Freight provides real-time information and technology that includes a suite of web applications, EDI/XML capabilities and customized web portals.

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Please contact [Sales@retransfreight.com](mailto:Sales@retransfreight.com) to submit resume.