

# Logistics Sales Executive Job Description

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- Responsible for developing a plan to achieve sales target
- Responsible for carrying out prospecting calls
- Responsible for establishing and managing relationships with customers in need of the firm's freight transportation services
- Maintain consistently positive interactions to nurture customer relationships
- Take ownership of customer issues and follow-through till resolution
- Represent the firm in negotiating and building relationship with shippers and carriers
- Responsible for aiding successful pick-up and delivering, and over the road assistance while customers' freight moves across America's motorways
- Perform Cold-calling and work to build a book of businesses.