

# Logistics Sales Job Description

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- Responsible for initiating sales calls to prospective or current clients
- Prospect for leads and perform heavy cold-calling to build a pipeline of businesses
- Supervise accounts daily to retain existing relationships
- Responsible for price and service negotiation with customers and carriers
- Responsible for creating sales goals to aid in achieving targets
- Uphold rapport with clients and prospects
- Nurture new sales leads to secure business
- Responsible for offering quotes to current and prospective clients
- Responsible for supervising shipments until delivery completed to guarantee smooth operations and customer satisfaction
- Carry out research to identify companies not currently doing business with the organization
- Build relationship and sell to clients through phone or one-on-one.