

Truckload Sales Broker



Do you enjoy a fast-paced environment?
Can you negotiate over the phone?
Do you want to be in charge of your own success?
If so, we have the position for you!

We're looking for a few dynamic personalities in our truckload division. Sales Brokers are responsible for growing the book of business for a specific market of Worldwide Express. They are the connection between the shipper, carrier, and consignee. On a daily basis, Sales Brokers build relationships with potential customers and negotiate carrier rates while moving shipments across the United States.

Primary Duties:

- Build and develop new relationships through prospecting
- Negotiate client and carrier freight rates
- Create quotes and sales proposals for full truckload shipments
- Manage accounts to retain existing business

What We're Looking For:

- Competitive drive
- High energy/enthusiasm
- Ability to multi-task
- Career-minded individuals
- Sales experience a plus
- College degree preferred- 2 or 4 year

What You Get:

- Base salary (not a draw)
- Residual commission structure
- Career growth: promotions, uncapped earnings, salary raises...
- Medical/Dental benefits
- 401K
- Paid Time Off
- One-on-one sales & logistics training

We don't mass hire. We're looking for a few dedicated, enthusiastic individuals to join our team that we can invest in. If that's you, please send your resume to Barbara Lechene at blechene@wwelogistics.com

For more information about WWE, check us out:

