

## Strategic Account Manager



*Do you enjoy sales and building relationships?  
Do you want to make money based on how hard you work?  
If so, join our team!*

The Strategic Account Manager (SAM) position focuses on managing current customers in the logistics industry to maximize retention and reduce customer attrition. We don't sit behind desks waiting for something to happen. Our team members are out making it happen! Candidates must be interested in a dynamic career in B2B sales and account management. They must also have competitive drive, possess well above average communication skills, and radiate a professional demeanor! "Coach-ability" and a willingness to learn the company's best practices are a must.

### What We Do:

We sell shipping. We're a business partner with UPS and we also have a portfolio of 50+ freight carriers. Our SAMs consult with C-level executives [Owners, Presidents, CFO's] in order to build long-term business relationships and ensure that our customers are happy.

### What You Get:

- On the job and one-on-one training
- Career growth. **We only promote from within!**
- **Base salary.** *Although if you're happy with just a base salary, please don't apply.*
- **Commission.** It's residual & uncapped!
- **Milestone goals.** (Salary raises, promotions, trips, etc. Whatever you're into, we can put a goal together!)
- **Competition.** We like to win here and we're always willing to make a bet.
- Regional & National **Bonuses.**
- **Benefits** and **401K.** We care about our people & their future.
- Personal & professional development.
- Auto allowance. Which means you need to have reliable transportation.

### What We're Looking For:

- \* Great work ethic & ambition
- \* Outstanding communication skills
- \* Leader & "go-getter" mentality

We're not looking to hire 100 people and "burn-out" the majority.  
We are looking for a few good assets to help us grow!

If you're interested in getting more information, please contact Barbara Lechene at  
[blechene@wwelogistics.com](mailto:blechene@wwelogistics.com)

For more information about WWE, check us out:

