



Customer Accounts Representative/Freight Broker

SQL Solaris Quality Logistics is a growing full-service freight broker. Our team is committed to delivering our customer loads on time, damage free and always with highest level of service at time of booking, during transit and after the delivery. To serve our customers better we provide long haul, local deliveries, dedicated transportation services. Our Headquarters is located in South Saint Louis County and staffed with 14 great team members.

Our Operations team is looking for a qualified candidate. Bachelor's degree and or equivalent work experience. The candidate must possess excellent communication skills and be able develop and maintain working relationships with Customers to facilitate efficient and profitable movement of freight.

Responsibilities

- Solicit freight and create new customer accounts.
- Book at least 10 shipments with customers per day on average.
- Generate business leads.
- Manage existing customer accounts.
- Ability to prospect and identify leads.
- Understand the carriers needs and abilities when booking driver specific loads.
- Assign freight to drivers to maximize all aspects of the value triangle (profitability, customer and carrier retention).

Required Qualifications

Bachelor's degree or equivalent industry experience

Possess existing relationships in the Truckload Shipping Industry

Growth and sales oriented

Effective communication skills

Team oriented environment

Problem solving and analytical skills

Competitive salary and incentives offered. Benefits offered including medical & dental insurance, and 401K plan with company match. Paid holidays and vacation. Great and friendly team work environment. This is a mid-level position with great growth potential in a steadily growing company.

Please e-mail resume to recruiting@sqlfreight.com or to talent@vegatransport.com

Job Type: Full-time