



# Logistics Sales Representative

Alexim Trading Corporation

Location: Miami/Fort Lauderdale, United States

ALEXIM, a leading provider of comprehensive logistics services with more than 21 years of experience in the international market with its Main Office located in Miami, is conducting a search for a **Direct Hire – US located Logistics Sales Representative**.

The organization offers a base salary, sales commission, benefits and growth within the organization.

## **Responsibilities:**

- Find local and international logistics business partners.
- Sell air and ocean freight services from the US and other International Markets
- Follow up with customers, resolve issues and obtain shipping commitments.
- Work with operations staff to provide customers the desired service level.
- Use of a CRM Company owned software with customer information.

Working hours: 9:00 AM - 6:00 PM

## **Skills:**

- Hard Experienced in Freight or Logistics Sales.
- Ability to sell and close deals.
- Knowledge of freight forwarding/NVOCC operations.
- Outstanding working knowledge in shipping business.
- Working knowledge of typical warehousing, freight consolidation and container freight.
- Ability to perform freight cost analysis, read ocean freight rates, and general bill of lading terms.
- Excellent presentation and communication skills.

## **Qualifications:**

- Minimum of two (2) years of hands-on experience in a freight forwarding company.
- Knowledge of AIR CARRIER terminology and pricing spot rates etc.,
- Excellent computer skills, use of Excel, Word and Outlook.

Please apply to this ad and we will review your application

## **Salary**

Subject to suitable experience and qualifications