



**BBI LOGISTICS**

## **Sales Account Specialist**

### **Position Overview**

As a Sales Account Specialist at BBI Logistics, you will focus on the fast-paced brokerage aspect of our business, helping customers move inventory in the most cost-effective way by identifying and providing logistics solutions. You will create and manage your individual portfolio of accounts through constant communication with carriers. You will need to be able to determine carrier availability, negotiate rates based on market trends, and identify and resolve issues. There is an unlimited amount of growth in this role as you build your book of business.

### **Responsibilities**

- Build, maintain, and manage account relationships.
- Market, service, and promote BBI Logistics transportation products and services.
- Establish and maintain a book of regular business by developing leads and cold calling potential customers.
- Build freight volume from existing customers.
- Maintain monthly freight profit/loss reports.
- Establish strong relationships with clients, carriers, and internal team members.
- Effectively use systems and strategies for client prospecting and pipeline management.
- Ensure customer satisfaction and adequate service levels where freight is picked up and delivered using safe and reliable carriers.
- Manage and resolve daily carrier service issues, failures, and delays.
- Present the value of BBI Logistics services to prospecting and existing clients.

### **Job Skills & Qualifications**

- Strong work ethic, self-motivation, and sales drive.
- Must be proficient in excel.
- Possess strong organizational and time management skills.
- Strong attention to detail.
- Must have flexibility in schedule to work after normal business hours and weekends.
- Confident decision-making abilities.
- Strong ability to sell and negotiate.
- Customer Service or Sales experience preferred.
- Bachelor's degree preferred.

*BBI Logistics, LLC is an Equal Opportunity employer.*

4449 Easton Way, Suite 330  
Columbus, OH 43219  
Toll Free: 1-800-809-2172