

**Immediate Opening – Account Executive with a rapidly growing 3<sup>rd</sup> Party Logistics Management firm with national client base located in Urbana, Ohio. We are looking for a hungry, fearless and driven person who has shed the old sales mentality and is open to new sales and marketing procedures. Qualified candidate must possess the “Hunter” instinct.**

- Starting salary \$45K to \$55K compensatory with what you bring to the table - plus commission and bonus.
- Package includes benefits and paid holidays.
- No limits to the opportunities for advancement.
- You may qualify for Vice President and a seat on the Board if you apply yourself.
- You will have revenue goals and deadlines to meet.
- Expect to work effectively as a part of a professional team.
- We reward overachievement that goes to our bottom line.
- We do not reward you for daily attendance or length of service, or the number of calls you make.
- Must have at least two years experience in the field as a freight sales person.
- Your duties will include, but are not limited to; closing new accounts on a frequent basis, providing customer service to current clients, providing damage control as required, opening new markets.
- You must have a working knowledge of Microsoft Word, Excel and PowerPoint.
- Experience using ACT (or similar software) a must.
- Ability to make personal face-to-face presentations at all levels of management from Shipping Foreman to CFO.
- Dress accordingly and present a professional and confident demeanor.
- Must have a clean driving record.
- Background check will be conducted.

**Interested parties should contact Belinda Carter, [belinda@wcalogistics.com](mailto:belinda@wcalogistics.com)**