



Job Title: Outside Sales Representative

Department: Sales – Elk Grove Village, IL

Reports To: Sales Manager

Summary: We are seeking a motivated and results-oriented “Hunter” who can leverage their industry knowledge, network, and business development skills to identify and secure new opportunities.

Essential Duties & Responsibilities:

- Develop, maintain and manage new client relationships for:
 - Nationwide Drayage, Transloading and Warehousing Services
 - Local, regional and over-the-road transportation services.
 - Nationwide Packing and Crating Services
- Use a combination of creative prospecting, cold calling, email marketing and face-to-face meetings with prospects and customers
- Effectively utilize Zoho CRM for client prospecting and pipeline management
- Attend formal and informal training to learn the industry, market and business
- Attend networking events

Requirements

- Five years' experience minimum in B2B sales with proven ability to generate new sales (Logistic experience a plus)
- Bachelor's Degree preferred; high school diploma required
- Strong customer service and relationship building skills
- Outstanding verbal and written communication skills
- Income motivated

- Ability to cold call with assertive, positive and persistent style
- Motivated to reach and exceed quotas
- Ability to remain resilient in an aggressive and competitive environment
- Understands the importance of self-motivation, time-management, and organizational skills
- Thrives in a fast-paced environment that requires problem solving and decision making
- Ability to work independently and in a team setting
- Proficiency in MS Office suite including Teams

Job Type: Full-time in Elk Grove Village, IL office (Some regional travel will be required)

Pay: Base salary with draw against unlimited commission (no cap)

Benefits:

- 401(k)
- Profit Sharing
- Optional Health insurance
- Life insurance
- Optional Dental insurance
- Optional Supplemental Insurance

Email resume to: domjr@dcexport.com

We are not accepting phone calls for this position.