



Job Description

Sales and New Business Development Team

Job Snapshot

Location:	Parkville, MO
Employment:	Full-time
Industry:	Transportation and Technology
Job Areas:	Sales, New Business Development, Supply Chain, Transportation
Education:	Bachelor's degree in Business or related field required; Equivalent professional experience may be considered
Experience:	Minimum three years professional sales experience

Company Background

eShipping is a core technology and logistics service provider to the transportation marketplace. We are a diverse company that provides seamless, one-stop service to customers of outsourced (third party) logistics services for part, or all of their supply chain management functions. We specialize in the integrated operation, warehousing, and transportation services that can be scaled and customized to each client's unique needs based on market conditions and delivery service requirements.

At eShipping, we take seriously our commitment to provide an atmosphere whereby individuals can fulfill their destinies both personally and professionally. We care deeply about every individual on our team, and in turn, expect every team member to work tirelessly to fulfill our Mission and uphold our Core Values of Faith, Family, Integrity, Loyalty, and Maximizing Potential. Individuals who do not possess a passion for serving others, personal and professional growth through skills training and education, or defining a positive purpose in their life need not apply.

Job Description

As a part of the Sales and New Business Development Team, you will identify potential businesses in the marketplace that utilize shipping services and match our six core measurement criteria. You will approach these businesses and cultivate relationships through various entrepreneurial techniques such as cold calling, networking, face-to-face interviews, etc. Once the relationship is established, you will conduct a full transportation and/or technology analysis and determine the specific need(s) of the potential client. Utilizing the Operations, Support, and Marketing teams at eShipping, you will be responsible for developing a comprehensive solution and delivering that to the potential client in a professional presentation format. The Sales and New Business Development Team is responsible for closing sales and maintaining profitable accounts with a high level of customer service and integrity.

RESPONSIBILITIES for this position include:

- Business lead generation
- Cold calling and lead qualifying
- Nurturing prospect relationships over extended sales cycle
- Effective communication and presentation performance
- Working productively in a team atmosphere

REQUIREMENTS for this position include:

- Unwavering commitment to the company mission and core values
- Strong communication and customer service skills
- Team-oriented with a strong desire to work with a multitude of personality types
- Aggressive, competitive personality with a constant sense of urgency
- Self-motivated with positive attitude and strong work ethic
- Desire for continuous personal and professional development, training and skill building
- Honor, integrity, and selfless commitment to serving others