



## **Freight Sales Agent**

Ask yourselves these questions. Are you...

- A **people person**?
- Amazing at **closing sales**?
- **Ambitious** and **results-driven**?

**If so, we should talk.**

SHIFT Freight is not a typical freight carrier – it is a team of innovators reshaping the transportation industry. If you're hungry to be part of a team dedicated to its customers, mission and team, you should keep reading.

We are bringing on independent sales representatives with a track record of success to generate sales for our fast-growing freight company out of Southern California. As a freight sales agent, you will generate new business for SHIFT, leveraging your existing relationships and developing new ones with shippers to turn SHIFT into a top carrier of choice for outbound California LTL.

## **Responsibilities**

- Growing a book of business in SHIFT's network
- Securing new business through lead generation, cold-calling, and networking
- Managing and closing sales
- Responding to customer inquiries and service needs

## **Qualifications**

- Proven experience in freight sales (required)
- Excellent communication and relationship management skills (required)
- Ambition and a can-do attitude (required)
- High school education or equivalent (required)
- Proficient in basic computer applications (required)
- Ability to multi-task and think fast (required)
- An appreciation for an entrepreneurial, fast-paced, results-driven work environment (required)

## **Location**

Southern California, Phoenix, Las Vegas

Interested in learning more? We'd be interested in talking with you!

Contact us at [joinus@shiftfreight.com](mailto:joinus@shiftfreight.com) for more information.

Check us out on the web at [www.shiftfreight.com](http://www.shiftfreight.com) and on Facebook at [www.facebook.com/shiftfreight](http://www.facebook.com/shiftfreight)