



Outside Sales Representative (Santa Fe Springs, CA)

Ask yourself these questions. Are you...

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

If so, we should talk.

SHIFT Freight is not a typical freight carrier – it is a team of innovators set to reshape the transportation industry. But we also recognize that we are only as good as our people. If you're hungry to be part of a team dedicated to its customers, mission and team, you should keep reading.

We are looking to bring in to our team an enthusiastic go-getter with a track record of success to generate sales for our rapidly-growing freight company out of Southern California. As an Outside Sales Representative, you will grow the direct sales channel for SHIFT, leveraging your existing relationships and developing new ones with customers to turn SHIFT into their carrier of choice for outbound California (Northern and Southern), Arizona, and Nevada 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 sales (required), freight sales is a plus
- Willingness to travel to pursue sales opportunities
- Excellent communication and relationship management skills (required)
- Ambition and a can-do attitude (required)
- High school education or equivalent (required), college is a plus
- Proficient in basic computer applications (required)
- A passion for FUN (required)
- Ability to multi-task and think fast (required)
- An appreciation for an entrepreneurial, fast-paced, results-driven work environment (required)

Location

Southern California (Santa Fe Springs, CA)

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

Contact us at joinus@shiffreight.com for more information.

Check us out on the web at www.shiffreight.com and on Facebook at www.facebook.com/shiffreight