

CARRIER MANAGER – VAN/FLATBED DIVISION

JOB DESCRIPTION:

Job Description: The Carrier Manager position is a mid-range, full-time position that is responsible for the development of relationships with carriers for the Van/Flatbed division of Reliant. With advancement opportunities directly related to effort, this position is a stepping stone to a career with limitless potential. This position involves working directly with carriers to achieve their backhaul needs while providing customers resources that meet their shipping expectations.

If you are organized, energetic, a self-starter and determined to succeed; then Reliant Transportation is the company for you.

KEY RESPONSIBILITIES:

- Develop Carrier relationships and negotiate spot market commitments, including prospecting and cold calling.
- Match quality Carriers to Customers' available freight at competitive pricing using internal and external market data
- Actively prospect and recruit new Carriers.
- Track and Trace Carriers hauling Customers' freight to ensure on-time performance
- Communicate all information (delays, re-routes, additional charges) between the Carrier and the account managers on your team.
- All other duties as assigned

JOB SKILLS:

- Attention to detail and the ability to problem solve
- Solid organization and time-management skills
- Able to multi-task in a fast paced environment
- Willing to work the phones relentlessly and start from the "ground up"
- Ability to prospect, sell and close new opportunities by demonstrating Reliant's services and value to potential Customers and Carriers
- Solid computer skills in Microsoft Office Products with the ability to learn logistic software quickly

EDUCATION:

- Bachelor's and 1 year of Brokerage experience, or
- Combined 5-years of, college, sales, or Brokerage experience preferred.

PERFORMANCE METRICS:

- Carrier Recruitment
- Carrier retention
- Loads booked
- Van/Flatbed Division growth

CONTACT INFORMATION:

Reliant Transportation, Inc.
4411 South 86th Street Suite 101
Lincoln, NE 68526
JoinTheTeam@reliant-transportation.com
Phone: 888-464-7771
www.reliant-transportation.com