



**FUNCTION:** CARRIER SALES – REGION 1  
**REPORTS TO:** REGIONAL SUPERVISOR

**DESCRIPTION:**

Carrier Managers are assigned to geographic Regions and are responsible for covering loads and execution of Reliant Freight in that Region. This position is also tasked with rate negotiation, to track and trace loads, and to recruit and develop a consistent roster of carriers to achieve Load Volume and Margin Goals for that Region.

**CORE VALUES:**

- Get It Done
- Stronger Together
- Gotcha Covered

**PRODUCTION ROLES:**

- Cover Loads in Assigned Region
- Accountable for Regional Freight Execution
- Rate Negotiation
- Carrier Recruitment and Retention
- Regional Load Count / Margin Goals

**PERSONNEL ROLES:**

- Be a Great Teammate
- Foster a High-Energy Workplace
- Recruit and Develop New Carriers
- Focused on Constant Improvement
- Become a McLeod System Expert

