



FUNCTION: SALES REPRESENTATIVE
REPORTS TO: SALES MANAGER

DESCRIPTION:

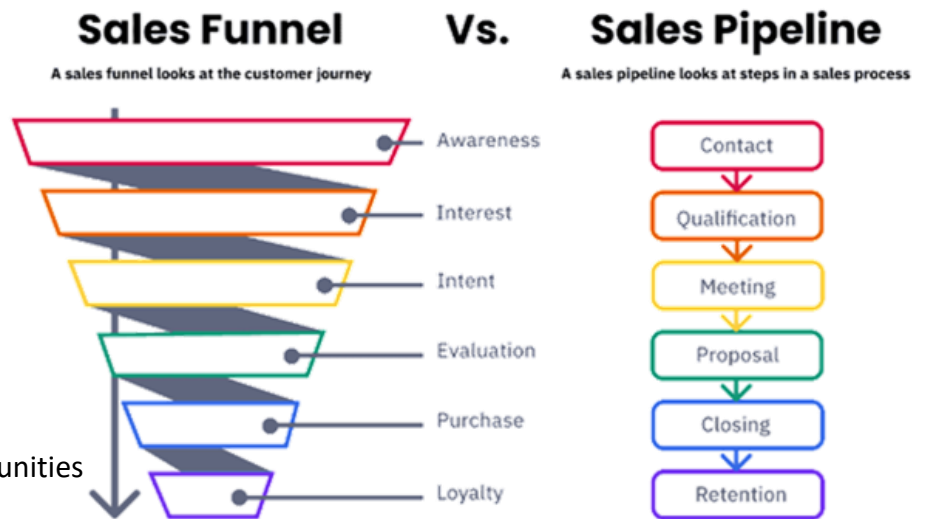
Sales Representatives are responsible for identifying and securing New Customer Freight opportunities for Reliant. This position is also tasked with Sales Pipeline Management, load volume and margin growth through new customer opportunities, freight rating, participating in RFP's and bidding process, and to develop a solid book of new customer business to achieve Sales Revenue Goals.

CORE VALUES:

- Get It Done
- Stronger Together
- Gotcha Covered

PRODUCTION ROLES:

- Secure New Customer Freight
- Sales Pipeline Management
- Freight Rating / RFP's / Bids
- Load Volume and Margin Growth
- Relationship Building
- Constantly Looking for New Opportunities
- Sales Revenue Goals



PERSONNEL ROLES:

- High-Level Relationships with Assigned Customers
- Consistent High-Level Communication
- Foster a High-Energy Workplace
- Coordinate the Transition of Mature Accounts
- Focused on Constant Improvement

<p>GET IT DONE</p> <p>Logistics is always moving forward, and so are we. We are relentless and don't stop until we find a solution, responding to challenges with urgency and experience!</p> 	<p>STRONGER TOGETHER</p> <p>We are 100% invested in execution, and each other. Our foundation is the respect we have for each other as professionals and knowing we can accomplish truly incredible things as a Team!</p> 	<p>GOTCHA COVERED</p> <p>Logistics is difficult in a demanding world, and we work together as partners. We are confident that our talent, relationships with carriers, and respect for our customers' businesses creates situations where we all win!</p> 
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