



The American Companies

250 Moonachie Rd, 5th Floor
Moonachie, NJ 07074
201-478-4600
201-478-4601 Fax

4500 Pacific Coast Highway
Suite 200
Long Beach, CA 90804
562-435-2327
562-435-1204 Fax

881 State Route 83
Bensenville, IL 60106
630-860-0782
630-860-1149 Fax

5005 W.Royal Lane, Ste.119
Irving, TX 75063
972-536-9192
201-478-4715 Fax

4800 Beach Blvd., Ste 3
Jacksonville, FL 32207
904-240-3183
201-478-4717 Fax

Domestic Truck Brokerage
34 Main Street, Extension
Plymouth, MA 02360
508-746-1662
508-746-1576 Fax

“Local Cartage/Whse
Operations”
15 Division Street
Fairview, New Jersey 07022
201-941-4990
201-941-3632 Fax

Consolidators

N.V.O.C.C./O.T.I.

Custom Brokers

Freight Forwarders

Worldwide Logistics

Domestic Logistics

Total Logistics Solutions

SR. SALES ACCOUNT EXECUTIVE –LOS ANGELES, CA

Classification: Outside Sales

Capacity: Local Branch Sales

JOB SUMMARY

This role is to secure and maintain clientele in efforts to increase revenue, volume and trade lane focus. The territory area for this role will cover, but not be limited to a region. Based on experience, Sales may be requested to assist in the growth and implementation of specific trade lane and route development.

CORE RESPONSIBILITIES

1. Outside Sales – Minimum 10 Years’ experience focusing on transpacific trade. Experience in selling NVOCC/Customs Brokerage/3PL/Domestic Freight Service. Supply chain technology literate a big plus.
 - a. Identify, target and develop new business opportunities while maintaining and growing existing individual accounts as in accordance with the sales program and guidelines. This will include business within our scopes of services including air and ocean imports and exports; customs brokerage and domestic transportation
 - b. Prepare rates and standard operating procedures for each client. Review with operations staff for proper implementation and shipment coordination.
 - c. Assist as assigned to manage key accounts for the organization (HOUSE/CORPORATE ACCOUNTS) in efforts to continue growing them as well as maintain a visible presence on behalf of company, reporting all activities to key operations personnel and management.
 - d. Participate in joint communication with existing or newly setup partners that are interested in supporting and handing AIC routed cargo with the hopes of and push for two way traffic and sales lead generation.
 - e. Share critical information with the organization and its network as it relates to both the USA and other countries market conditions, competitive information, and trends specific to the markets being handled.
 - f. Prepare monthly updates and reports that will include regular sales activity and all other sales & marketing related matters.

PERIPHERAL SUPPORT

1. Assist in trade lane development significant to expertise and background.
2. Assist in Agency Development in areas of expertise and background.