

Senior Account Executive

Details	Contact
Position : Senior Account Executive	Employer : The American Companies
Job Location : Moonachie, NJ (USA)	Contact : Donna Maurice-Hoffman, HR Mgr
Compensation : not given	E-mail : DonnaMH@shipamerican.com
Job Type : Full Time	Phone # :
Education Rqmt.: 4 year degree	Fax # : 201-478-4687
Experience Rqmt.: >10 years	Mailing Address :
Travel Rqmt.: Globetrotter	
Categories : Aviation / Air Freight, Customs Brokerage, Freight Forwarding, Import / Export, Logistics, Marine / Ocean Freight	Post Date : 08/11/08
	Ref # :

Company Profile:

The goal of The American Companies is to create unique partnerships that add value to the logistics process and to deliver a competitively priced program that exceeds our customers' expectations.

THE AMERICAN COMPANIES are proud to have one of the finest teams in the business. We have licensed brokers who have the savvy to review your product line and properly classify goods. We have hands-on knowledge of rules and regulations to facilitate customs clearance. Additionally, with personnel worldwide, we can represent your company to the manufacturer, giving you a direct line of communication with the supplier.

Job Description:

Sorry, Visa / sponsorship not available.

SR ACCOUNT EXECUTIVE (SALES)

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 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

- 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 handling 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

Job Requirements:

Strong NVOCC Freight, Customs Brokerage, International Experience Required; Domestic Sales would be a Plus.