

Logistic Sales Representative

Access World (100% subsidiary of Glencore PLC) is a global commodities warehousing and logistics business. Access World has its Head Office in Zug, Switzerland and operates in various regions across Europe, the Americas, Africa and Asia-Pacific, each with their own corporate functions including business development, finance, legal, and operations.

Purpose of Position:

We are a diverse and dynamic company looking for people who are driven, committed and passionate. For our Baltimore location, we are in need of a sales person with experience in selling road transportation solutions to clients. This will require the ideal candidate to have connections with the major trucking companies and a solid background in sales. Responsible for managing the logistics and transportation activity for assigned accounts and across multiple distribution channels, this position works closely with all departments, specifically Commercial and Customer Service teams.

Key Responsibilities/Position Requirements

- Quote Commercial and Customer Service teams on various transport enquiries
- Negotiate the rates and specifications related to the transport of goods with vendors and freight companies
- Coordinate and arrange all inbound or outbound logistics activities
- Track delivery of cargo and freight to ensure timeliness and accuracy
- Drive sales growth and seek new business opportunities
- Manage freight costs and customer invoicing
- Create and disseminate customer correspondence, reporting and other documentation
- Coordinate with operations and warehouse employees to ensure smooth operations of scheduling, inventory management and quality assurance of transports and warehousing
- Ensure carrier compliance with company policies or procedures for product transit or delivery
- Communicate with customers or traffic department regarding delivery or a delay
- Troubleshoot problems with delivery or damaged goods during the shipping process
- Effectively manage record-keeping of all logistics transactions – including quotes, carriers, verification of freight invoices, shipping instructions or address labels on outgoing and incoming freight
- Coordinate auditing processes related to logistics
- Handle special projects or assignments as needed

Potential candidates should possess the following attributes:

- High School Diploma (Associates Degree or higher is preferred)
- Minimum of 4-5 years' experience in logistics or degree/certification in related field
- Experience with NVOCC/Freight Forwarding, Truck Brokerage, Sales or Customer Service background highly preferred.
- Excellent communication skills (verbal and written), with the ability to work with professionals on varying levels, both internal and external
- Ability to work in a team environment and share necessary information among several departments
- Proficiency in Microsoft Office required (Outlook, Word and Excel), as well as the aptitude to learn and apply new software skills
- Ability to manage multiple and shifting priorities in a fast-paced environment
- Proven problem-solving and decision-making abilities
- Demonstrated commitment to innovation, process improvement and efficiency
- Solid organizational and time management skills

Please apply by using the link below:

https://workfornew.adp.com/mascsr/default/mdf/recruitment/recruitment.html?cid=6f485d9e-11ea-4501-babf-d6984c0d43bb&jobId=213183&lang=en_US&source=CC3&cclid=19000101_000001