



Location: Dallas, TX

Company Description: In an industry thick with competition the only differentiation between MW Logistics and competitors is their relentless dedication to service their customers. Delivered. Period is their mantra, commitment, cultural ethos. MW wins by treating each load as their only load. While MW is not the biggest 3PL, that helps them compete every day to earn business. MW Logistics is propelled by a unique business model that aggregates small and mid-size partner carrier capacity to operate your business like a large asset-based carrier. MW Logistics is emerging as one of the leading third-party logistics providers in North America. They are growing because they are earning the respect of each of their clients.

THE POSITION:

Job Title: Team Lead- Carrier Sales

Job Description: The Team Lead- Carrier Sales will be responsible for sourcing,

negotiating and securing carriers to move freight in a timely and cost-effective manner. A successful candidate for this role must be confident talking on the phone and comfortable working in a fast-paced environment.

Responsibilities:

- Build and develop carrier relationships and negotiate competitive carrier rates while maintaining company margin goals.
- Ensure freight is picked up, transported and delivered on time to meet and/or exceed client expectation.
- Mentor and lead team members towards success encouraging efficient work efforts and to ensure team members follow procedures and/ disciplines.
- Schedule pick-up and delivery appointment times.
- Track and trace shipments.
- Book a minimum average of 13 loads per day.
- Prospect and cultivate new carriers.
- Assessorial and OSD management.
- Provide constant communication and excellent follow up with customers and carriers.
- Conduct daily cold calling to carriers to source new potential carriers.
- Plan the execution of each load.
- Other duties assigned.
- Saturday work on rotational basis

Experience:

- 3-5 years of experience in finding trucks to cover loads.
- Experience in negotiating rates with carriers to secure high profits.
- Experience in finding trucking companies to move clients' freight using proprietary technology.
- Strong interpersonal skills and ability to conduct professional cold calls to customers.
- Ability to be an energetic self-starter who can work both independently and cohesively in a team atmosphere.
- Possess strong time management, organizational, and decision-making skills.
- Possess strong verbal and written communication skills.
- Ability to follow direction by management.
- Proficient in Excel software formatting and reports skills.
- Ability to always stay well-informed on the transportation market.
- Possess strong math skills with a well-developed business sense.
- Confident in talking to prospective and existing customers on the phone.
- Flexibility to travel with little advanced notice.

Compensation Details: This position offers a competitive base salary and commission.