J.B. Hunt

Title: Sales Representative

Location: West Orange, NJ

Job Type: Full-Time (Entry Level)

Compensation Type: Salary  Wage: $49,600- $55,800

Start Date: 8/1/2017

Job Description: As a Business Development Representative, you’ll establish strong customer relationships as you work with your LTL team to secure profitable freight and meet branch revenue goals. Your main focus will be to provide custom transportation solutions to new and existing customers in the LTL market to build business volume. This position requires a team player with specific skills in sales, relationship management, marketing, and customer service skills. If you are enthusiastic, eager to be part of the cutting edge of third party logistics, and aspire for excellence, then Integrated Capacity Solutions is the place for you!

Primary Responsibilities:

• Market, service and promote JBHT's transportation products and services
• Develop qualified leads and solicit freight from new customers
• Build freight volume from existing customers
• Maintain and build effective relationships with customers
• Establish & maintain a book of regular LTL business
• Assist internal customers with problems on loads or customers
• Schedule pick-up and delivery appointments
• Using electronic means, post information on available trucks and capacity for specific regions
• Hunt for new LTL business; start to build your book of business up such as cold calling and lead generation
• Build trust with your LTL customers and seek to understand their supply chain
• Develop internal relationships to craft solutions that meet and exceed your customer’s expectations
• Use our trade marked Customer Value Delivery™ process to understand and anticipate your customer’s ever changing needs
• Continue to strategically grow your customer’s business and increase profitability
• Work daily to stay on top of the constantly changing logistics industry

Qualifications:

• Bachelor’s degree
• 1 Year of selling experience preferred

Application Instructions: Apply online at: https://jbhunt.wd5.myworkdayjobs.com/College/job/West-Orange-NJ---Executive-Dr/Sales-Representative---Entry-Level_00222738
About the Organization:

Fortune 500 experience. Career Development. Nation-wide opportunities. We are J.B. Hunt.

Our success comes from strategically placing you in the most suitable role. Whether you have a passion for operations, sales, engineering, or information technology, we can jump start your career!

J.B. Hunt Transport, Inc. is no stranger to the transportation logistics industry. From our humble beginnings in 1961, with only five tractors and seven refrigerated trailers, we have evolved into one of the largest transportation logistics companies in North America. We provide safe and reliable transportation services throughout the United States, Canada and Mexico. Our four business segments (Intermodal, Dedicated Contract Services, Truckload, and Integrated Capacity Solutions) allow us to provide customized freight solutions for customers big and small. It's no wonder we have been named one of America's Most Admired Companies by Fortune Magazine.

J.B. Hunt Transport, Inc. is committed to basing employment decisions on the principles of equal employment opportunity without regard to race, color, religion, sex, national origin, age, persons with disabilities, protected veterans or other bases by applicable law.