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## **ABL LOGISTICS GROUP, LLC**

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PROFESSIONAL RECRUITERS

*Position:* **ACCOUNT EXECUTIVE – 3<sup>RD</sup> PARTY LOGISTICS**

*Location:* NORTHEAST – MIDWEST – SOUTHEAST (can be home office based)

*Company:* \$80 million Non-Asset Based 3PL provider

*Compensation:* Open (expectation is the person will gross over \$100K)

*Education:* 4 year degree preferred, but not required

### **SUMMARY:**

Represent and sell the company as a value-added provider of functions such as consultation on packaging and transportation, freight quoting, auditing, tracking, customer service and issue resolution

### **DUTIES / BACKGROUND:**

- Consultative sales to secure new business in all areas that the company offers
- Must have a working knowledge of all the services offered and how they can fit into proposed packages and solutions
- Prior sales experience required
- Position may demand extensive overnight travel within assigned geographic area
- Training in the company's transportation and logistics programs will be provided
- Successful applicant will be thrilled by no-cap incentive plan.