
ABL LOGISTICS GROUP, LLC

PROFESSIONAL RECRUITERS

POSITION: **GENERAL MANAGER - TRUCK BROKERAGE**

LOCATION: **YORK, PA**

COMPANY: Asset-based truckload transportation carrier of dry van commodities

JOB DESCRIPTION: Responsibility to recruit and start up Trucking agents with owner operators and a brokerage business. The successful candidate will develop, grow and manage this regional operation that they have recruited.

SALARY: \$70-100k base (plus Commission/ Bonus based on net profits)

BENEFITS: Full benefits package

RELOCATE: Yes

BACKGROUND /OBJECTIVES:

- Looking for a candidate that has significant experience, contacts and credibility within the brokerage agency community.
- Successful candidate must have the ability and contacts to recruit flatbed and dry van freight agencies to become part a new region
- Must have the experience and skills to become the manager of the operation
- Recruited agents should, *most importantly*, have the ability to provide growth through truckload business
- Manage and overlook the Brokerage Operator's margins, service and balance;
- Develop a profitable operation

DUTIES AND RESPONSIBILITIES:

- Fully *responsible to establish, grow and run the truck brokerage operation* by putting together a team of individual truck brokers
- Provide hiring/coaching/development of all agencies
- Manage the day-to-day operations to include: group operations, carrier development, administration and customer service.
- Manage and direct the Operations and Customer Service support activities of brokerage business and resolves customer and carrier service issues.
- P&L responsibility

EXPERIENCE AND SKILL REQUIREMENTS:

- 7 years proven management skill within the truck brokerage and customer service areas.
- Connection to a network of truckload brokers and owner-operators
- Must have extensive truck brokerage experience
- Available network of truckers

COMPANY PROVIDES:

- Carry receivables
- Pays out on a weekly basis
- "Quick Pay" available