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# **ABL LOGISTICS GROUP, LLC**

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PROFESSIONAL RECRUITERS

**POSITION: DIRECTOR – BUSINESS DEVELOPMENT (National Accounts)**

**LOCATION: Los Angeles, CA**

**COMPANY:** A Canadian third-party logistics transportation company with truckload service to each of the 10 Canadian Provinces and 48 contiguous states. They have assembled one of the largest carrier networks in North America, providing a wide range of equipment, viz.: dry van, reefer, flats, intermodal, & over-dimension units, to meet their clients full-truckload needs.

**SALARY: \$80-125k base; 4% bonus eligibility; & results based incentive program**

**EDUCATION: Bachelor's degree preferred, but will waive for proven results**

**SUMMARY: Lead Start-Up National Accounts Sales Effort for a new full service Los Angeles operation**

**RESPONSIBILITIES:**

- Looking for a Senior Sales Executive to open their Los Angeles National Account sales efforts, along with the immediate addition of a Local senior level sales executives and an operations team
- The successful candidate will manage the National Accounts start-up effort of the new Los Angeles office of a large Canadian, non-asset based 3PL and truck brokerage operation with current facilities in place throughout Canada and the U.S.
- The operation will quickly be ramped-up to 2-3 senior sales reps, and operations personnel
- Target market is full truckload freight moving via dry van, flats, reefer, over dimension, & intermodal services...nationwide carrier relations are largely in place
- Initial plan is to solicit truckload freight from shippers of truckload business in domestic U.S. freight, as well as movements between US and Canada, and intra-Canada .

**REQUIREMENTS:**

- Proven experience managing and soliciting freight for a large non-asset based brokerage operation
- *Ideal candidate* should be in a position to bring a book of business and carriers to develop revenue and margin within 30 to 60 days.
- A thorough understanding of both long haul and various regional truckload trends within the contiguous U.S. as well as between the U.S. and Canada and Mexico.
- Person must be aggressive and passionate about building a great company and enjoying the financial rewards for their efforts.
- Should have organizational ability