

# WORK FOR CIRCLE

## Sales Manager

Circle Logistics is a privately held third-party logistics company committed to delivering on three core promises to our customers: No Fail Service, Personalized Communication, and Innovative Solutions. Our people are our greatest asset, and we wouldn't be where we are today without continuous investment in talented individuals.

A Sales Manager is what we call a forward-thinking, service-oriented, incentive driven, Business to Business inside sales professional. Our sales force is the lifeblood of our aggressive growth company. You will build your own book of business from scratch by calling prospects and closing business.

### DUTIES/RESPONSIBILITIES

- Generate and identify new sales opportunities through research, analysis, and discovery
- Translate business opportunities into incremental revenues through strong selling
- Analyze customers' needs and offer personalized solutions
- Match customer demand with quotes for their freight-related inquiries
- Build strategies that will result in increased sales and stronger partnerships
- Maintain and update accurate information in the company's operating systems
- Organize and manage your daily shipments to ensure our "No Fail" policy
- Collaborate with your team on pricing strategy and account implementation plans
- Review sales activities and prospective customers with management
- Research available carrier equipment and match it with our customers' freight
- Communicate effectively both internally and externally
- Maintain strong grasp and market knowledge of shipping lanes, geography, and seasonality

### SKILLS/ABILITIES

- Bachelor's degree preferred
- Sales experience preferred
- Proficient in Google Drive and Excel (vlookup, pivot tables, reports)
- Excellent written and verbal communication skills
- Strong attention to detail
- Willing to be available after hours and weekends if needed
- Excellent problem-solving and time management skills

### SALARY EXPECTATIONS

- Year 1: \$35k - \$40k
- Year 2: \$40k - \$50k
- Year 3: \$50k - \$60k

### BENEFITS

- Uncapped incentive plan
- On-site training and career development
- Paid holidays and paid time off
- Insurance benefits including but not limited to: Health, vision, dental, life, and disability
- 401(k) Plan



We are an equal opportunity employer and all qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, disability status, protected veteran status, or any other characteristic protected by law.



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