

# TAKE YOUR CAREER TO THE NEXT LEVEL

Now Hiring an LTL Sales Manager for Mainfreight Los Angeles



## LTL SALES MANAGER ROLE

GREATER LOS ANGELES AREA

We're hiring an **experienced, proactive and motivated LTL Sales Manager** to lead our LA Transport Sales Team. Located in Carson, California, Mainfreight Los Angeles is a key, strategic branch for our domestic, Less-than-Truckload business.

### SKILLS & ATTRIBUTES

- A passion and understanding of the Less than Truckload freight market
- Success in driving new sales within an asset based LTL environment
- Be a motivated and energized team player
- A desire to continually improve and strive to be #1
- Excellent communication and interpersonal skills
- Someone not afraid to set the bar high and challenge the status quo
- Professional conduct and presentation
- Ability to develop and maximize value for our customers, your team and your branch

### RESPONSIBILITIES

- Maintain and manage the sales team member pipelines as well as your own pipeline.
- Continual coaching, training and development of sales team members
- Recruitment of sales talent
- Lead sales team activities, including CRM management and new pricing activities
- Accurately project and review with Branch Manager new business to support branch growth
- Manage pricing activity and collaborate with Branch Manager to build rate tariffs
- Achieve branch growth goals

### WHAT MAINFREIGHT PROVIDES

- Support from the Branch Manager and national leadership team. We want you to succeed!
- A competitive compensation package and career growth opportunities.
- Time spent with the operations team upon hire to learn Mainfreight service offerings and systems
- A quality service product that offers the lowest claims ratio in the industry.
- World class technologies to assist with the sales process, both internally & externally
- Assistance from Branch Manager to support and drive new business

If you possess a strong commercial acumen, have a passion for the sales process and are ready for a leadership role to drive new business, **LET'S TALK!**

To Apply: scan QR code



or visit [www.bit.ly/LTL-SALES-LAX](http://www.bit.ly/LTL-SALES-LAX)