



## Account Manager

Quarterback Transportation – Cincinnati, OH

***Are you looking for an exciting opportunity with a company who is outgoing, eccentric and growing each and every day?***

**Be part of an awesome team!**

By joining Quarterback Transportation, you have the opportunity to learn from an industry leader where you will gain knowledge and skills to help you get to the next level.

We are looking for an outgoing, determined, and driven **Account Manager** to join our expanding team! The ideal candidate is highly motivated and determined to succeed. This is a great opportunity for an individual to position themselves for personal and company growth. Our company offers very competitive compensation, along with added incentives. We would love to hear from you!

### **Who Are We?**

Quarterback Transportation is a fast growing freight brokerage and third party logistics provider with offices in Mason, OH, Atlanta, GA, and Toronto, Canada. We have been considered one of PROFIT 500's fastest growing companies for the past three years. We specialize in truckload shipments of dry, specialized, and temperature controlled products across North America. Our team is made up of dynamic, friendly, fun, risk taking people who want to help us continue our growth into the future!

Please visit our website [www.qbtransportation.com](http://www.qbtransportation.com) for more details!

### **Responsibilities:**

- Prospect for potential new clients and turn this into increased business
- Cold call as appropriate within your assigned market or geographic area to ensure a robust pipeline of opportunities
- Meet potential clients by growing, maintaining, and leveraging your network
- Effectively identify potential clients and the decision makers within the client organization
- Research and build relationships with new clients
- Schedule meetings between client decision makers and company's practice leaders/Principals
- Efficiently plan approaches and pitches

- Work with team to develop proposals that speaks to the client's needs, concerns, and objectives
- Participate in pricing the solution/service
- Handle objections by clarifying, emphasizing agreements and working through differences to a positive conclusion
- Use a variety of styles to persuade or negotiate appropriately

**The ideal candidate will have:**

- A minimum 2+ years of previous experience in a sales capacity
- A natural ability to qualify leads quickly and accurately
- Proven track record of exceeding personal sales targets as well as ability to build strong relationships with top level stakeholders
- Excellent communication and presentation skills
- Ability to excel in a fast-paced and dynamic environment
- Must be an energetic, flexible, highly organized individual with a self-starter personality

**This position offers a competitive base salary and commission!**