



National Account Sales Representative – Outside Sales

This is your chance to be part of an exciting and growing team that drives this dynamic company to greater success. **TranzAct Technologies, Inc.** is an established, privately held company, located in Elmhurst, Illinois. We pride ourselves on being an integrated logistics resource company focused on bringing savings to client's bottom lines. We are expanding our sales team with immediate openings for National Account Representatives who have the interest and ability to sell our full range of products and services to clients large and small in an outside sales role. We are seeking highly motivated, proven sales professionals to help us drive our business forward on a nationwide basis. TranzAct Technologies is a dynamic and exciting place to work, with unlimited growth opportunities both in terms of responsibilities and compensation.

Key Responsibilities

- Focuses on selling TranzAct's core products, modes and services
- Identifies and generates new sales opportunities through analysis and discovery
- Prospects via phone, internet, fieldwork, referrals, industry networking, etc.
- Manage the proposal process from lead generation to successful close
- Participates in face-to-face meetings, presenting proposals and solutions, and closing business
- Collaborates internally with operations on account implementation plans
- Offer solutions, solve problems and negotiate rates to continually solidify transactional and residual business
- Develop, maintain and manage account relationships through constant contact and advocacy
- Reviews sales activities and prospective customers with Management to ensure alignment with company strategy in forecasting, business plans and pipeline development
- Meet and exceed annual sales goals

Qualifications

- Driven, enthusiastic, confident, self-motivated
- Bachelor's Degree or equivalent work experience
- Minimum 5 years transportation sales experience
- Ability to problem solve, think quickly and make educated business decisions on the spot
- Highly motivated, with demonstrated ability to aggressively pursue and effectively close contracts
- Willingness to travel, as needed
- Superior written, presentation, and interpersonal skills, ability to communicate and interact at all levels within the manufacturing and distribution arenas
- Ability to work in a team environment, while also delivering independent results
- Strong ability to persuade, motivate and influence others
- Ability to prioritize, multi-task and manage time effectively
- Excellent systems knowledge: MS Office and internet

This is a tremendous opportunity for sales professionals with transportation and logistics experience, as well as those new to the transportation and logistics industry, to join a growing organization with an established reputation of integrity and results. The Sales Representative will be responsible for developing, maintaining, and growing a book of business, and the position incorporates a high volume of customer interaction involving cold calling, prospecting, qualifying, closing accounts and providing exceptional client service.