



## Carrier Sales Representative

**Location: Folsom CA**

### Summary/Objective

The primary role of the Transport Carrier Sales Representative is to grow the carrier network by identifying and onboarding quality carriers. Responsible for building and maintaining strong relationships across the carrier network using internal resources, outbound calling efforts and email communication. In addition to onboarding carriers this position will address claims and complaints while maintaining operational compliance throughout the process. Success in this role will result in increased efficiency and new opportunities for the dispatch team while reducing company cost and carrier turnover.

### Essential Functions

- Identify and onboard high-quality carriers at a level that meets or exceeds the demands of the business
- Begin a relationship between Location Services and new carriers by educating carriers on what Location Services does, and the benefits of working with us
- Execute a high volume of daily outbound calls and email correspondence while managing existing relationships across the carrier network
- Ensuring timely and appropriate client (internal and external) communication.
- Communicate all requirements and expectations to carriers related to ETAs, turnaround times, BOL and condition reports
- Answering inbound calls and providing customer service

### Education and Experience

- High school diploma or G.E.D required
- At least 2 years of sales or industry related experience preferred
- Phone experience required, must be able to answer and complete multiple phone lines
- Working Microsoft Office, Word, Excel, PowerPoint and Outlook experience

**Location Services** is the nation's only vertically integrated provider of end-to-end recovery, skip tracing, LPR, locksmith and transportation services within the automotive industry. We deliver more than just our services. Our strong drive for building relationships with our client and vendor partners is evident in our business operations and culture. Our dedicated staff caters to our client's SLA needs with integrity and commitment.

**Location Services** provides equal employment opportunities (EEO) to all employees and applicants for employment without regard to race, color, religion, sex, national origin, age, disability, or genetics. In addition to federal law requirements, Location Services complies with applicable state and local laws governing nondiscrimination in employment in every location in which the company has facilities



Applicants must be legally authorized to work in the United States