

Job posted on 2013-07-03 by joanna.distefano; posting expires on 2013-08-15

Employer: Total Quality Logistics

Position: National Logistics Account Executive - Cleveland Network

Job Description: Full Time, Permanent, 40 hours per week

Due to rapid growth and expansion across the U.S., TQL is seeking elite talent for our high profile National Expansion Team (NETwork). The NETwork is for individuals who are driven and motivated by an opportunity to experience TQL's headquarters in Cincinnati, OH while participating in our comprehensive training and mentoring program and then building up their own book of business. Once your business is established, you will then take those talents to any of TQL's satellite locations across the country, or become a founding member of a new office in a new city! We're looking for exceptional sales talent to expand our market share in this multi-billion dollar industry. Fast-track to management, relocation expense reimbursement and a signing bonus are just some of the opportunities offered for the right achiever. If you are self-motivated, interested in unlimited earning potential and unparalleled opportunities with a high-energy culture, submit your application for this sales position on TQL's National Expansion Team!

STEP 1 - LEARN. TRAIN. DEVELOP. TQL's 6-Month Paid Training Program

- Begin your career at TQL's headquarters in Cincinnati, OH
- Undergo 4 months of hands-on logistics training followed by 2 months of sales training (6 months of training total) to prepare you for building up your book of business. Training is performed with the direction of hands-on trainers, mentors and successful Account Executives.
- Experience our fast-paced, "work hard, play hard" culture, learn our business, and begin developing your accounts
- Earn a set, bi-weekly salary throughout training and beyond

STEP 2 - BUILD YOUR BUSINESS. Post Training & Day-To-Day

- Continue working in Cincinnati for another 6-12 months to build a portfolio of customers by researching and seeking out prospects via phone sales calls
- Develop solid working relationships with customers by providing them excellent customer service through communication, accessibility and industry knowledge
- As your accounts grow, you will train and manage new Logistics Account Executive Trainees and continue earning a set salary plus uncapped commission

Off-Campus Employment

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STEP 3 - SELECT YOUR DESTINATION. Train In One City. Lead In Another.

- After approximately 12-18 months of successful performance in Cincinnati, you will have the ability and freedom to relocate to any other satellite location anywhere in the country or become a TQL Founding Team Member of a new office in a new city!

Qualifications: OFFERINGS

- Structured commission plan with unlimited earning potential (base salary and uncapped commission opportunities)
- Full benefits package including, but not limited to, medical, dental, vision, and 401k
- Room for growth - 97% of current sales managers have been promoted from within
- Relocation expense reimbursement and a signing bonus offered to eligible candidates

Preferred Major(s): Associates Degree - Business; Interdisciplinary Studies (BA); Management; Marketing; Psychology/Sociology; Regents Bachelor of Arts;

Application Instructions: (1) Type or copy & paste: jobs.tql.com/network; (2) Click "Apply Now"; (3) Type "1793" into Keywords; (4) Apply for the National Logistics Account Executive - Cleveland Network

Link: jobs.tql.com/network