

Outside Sales Rep for Ocean Freight – Granite Bay, CA

A 125-year old employee-owned company with nearly \$6 billion in sales, Scoular's 130+ business units provide diverse supply chain solutions for end-users and suppliers of grain, feed ingredients, and food ingredients around the globe. From 120 offices and facilities in North America, South America, and Asia, our 1200 employees are engaged in the business of buying, selling, storing, handling, and processing grain and ingredients as well as managing transportation and logistics worldwide.

TSC Container Freight is the Non-Vessel Operating Common Carrier (NVOCC) and Freight Forwarder of The Scoular Company. We handle ocean freight for customers worldwide while coordinating many of the logistics required for the successful transportation of products around the globe. TSC Container Freight is seeking entry level outside sales representatives interested in building a new book of business for The Scoular Company. The ideal candidate will possess effective communication skills, organization skills, and a desire to reach, monthly, quarterly and annual sales goals. A three year plan has been developed to promote success and create a path towards a management position.

Job Responsibilities:

- Work with sales managers to establish detailed profiles and procedures that address client's logistical needs.
- Interact with TSC's worldwide affiliate network to identify and help close on new opportunities.
- Provide timely quotes to customers on their import/export business, follow up to obtain feedback in regards to competitiveness, and ascertain if business has been won or lost.
- Maintain regular contact with international steamship lines and trucking companies to build and retain effective relationships while finding alternative carrier options.
- Provide open communications with Customer Service Department to resolve customer issues quickly and efficiently.
- Meet profitability goals assigned by Business Unit Manager once training period is over.

Minimum Requirements:

- University degree in business or related field, or equivalent direct industry experience
- NVO/Freight forwarding or ocean carrier experience is a plus but not required
- Generate and analyze information skillfully and accurately
- Ability to multi-task, work independently and have a strong desire to reach goals while adhering to deadlines
- Experience with Microsoft Word, Excel, and other operating software
- Proficient in world geography is a plus

The Scoular Company is an equal opportunity employer.

Applicants should apply at www.Scoular.com/careers

If you have questions, please contact:

Jordan Hamilton

Sr. Recruiter



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