

Job Description

We are seeking a highly detail-oriented and motivated individual to join our team as an Inside Sales Account Executive for our Customs Brokerage firm located in Elmont, NY.

About Us

We are a leading Customs Brokerage Firm dedicated to providing exceptional import and export solutions to business of all sizes. With a commitment to excellence and a focus on customer satisfaction, we simplify the complexities of international trade by offering efficient Customs clearance services, compliance expertise, and personalized solutions tailored to our clients' needs. As we continue to expand our operations, we are seeking a motivated Inside Sales Account Executive to join our dynamic team.

Position Overview

As an Inside Sales Account Executive, you will play a pivotal role in driving business growth by generating new leads, fostering client relationships, and promoting our services to potential customers. This role offers a commission-based compensation structure, rewarding your efforts in acquiring new business and maintaining client satisfaction.

Responsibilities

You will be responsible for new business development and building relationships with new clients.

Requirements

- Proven track record in inside/outside sales, preferably in the logistics, transportation, or Customs Brokerage industry.
- Strong understanding of sales principles and techniques, with experience in consultative selling.
- Excellent communication skills and interpersonal skills, with the ability to effectively engage and build rapport with clients.
- Ability to provide sales presentations to clients via email or virtually through Zoom.
- Knowledge of international trade regulations and Customs Brokerage processes is a plus.
- Self-motivated and results-oriented, with a passion for exceeding targets and driving business growth.
- Computer savvy and proficient in Microsoft Office.
- Ethical and have integrity.



Job Title: Inside Sales Account Executive (Commission-Based)

Benefits

- Competitive 20% commission on gross profit with uncapped earning potential.
- Opportunities for professional development and career advancement within the company after a year.

Please Note

This position is a contractor role, not an employee position. As an independent contractor, you will not be an employee of the company.

How to Apply

If you are a driven sales professional looking for an exciting opportunity to grow your career in the Customs Brokerage industry, we want to hear from you! Please submit your resume and a cover letter via email outlining your relevant experience and why you are the ideal candidate for this position. Be sure to list the subject line with the job title and your full name (first and last name).

Job Types

Full-time, Part-time, Commission