



## Service Is Our Business - Customers Are Our Priority!

**FreightMatchers.com** takes pride in providing outstanding customer service with unquestionable integrity.

### What will FreightMatchers require from you as an Independent Sales Agent?

- Deal with customers and carriers in a fair, courteous and professional manner
- Solicit new customers
- Develop and maintain strong relationships with current and prospective clients
- Cultivate new business with existing and new customers
- Update customer profiles in system
- Obtain & verify customer credit
- May rate loads for current and prospective clients
- May recommend carriers for specific customer loads
- Review credit limits and terms extended to clients
- Review Customer statements weekly and work collections when necessary
- Assist in investigation and reporting of claims
- Resolve client conflicts in a win-win manner

### Minimum Qualifications:

- 2-3 years experience in selling within the transportation industry or at least one year of freight broker experience
- Strong understanding of sales/marketing
- Excellent written and verbal communication skills
- Ability to handle multiple tasks
- Solid problem-solver with proven ability to resolve conflicts
- Self-starter with an entrepreneurial personality
- Excellent networking skills
- Strong attention to detail, customer satisfaction, and follow-up

### Preferred Qualifications:

- Generate \$100,000 per year in gross profit or more.
- 3+ years experience in the transportation industry, preferably as a freight broker
- Bachelor's Degree or equivalent

**Is FreightMatchers sounding like the place for you?...**

Email us at [Recruiting@freightmatchers.com](mailto:Recruiting@freightmatchers.com)

Or Call ohn @ 847-420-7721