

BROKER - ENTRY LEVEL

Freight Broker needed in Medford, OR for Nationwide Freight Logistics (NFL). NFL is seeking a dynamic person who desires a quality work environment. The ideal candidate will have a background in sales, pays attention to details and is committed to building trustworthy relationships. As a Broker at NFL you will be part of an exciting team whose slogan is **Delivering Trust Daily** which is our foundation for how we operate.

This position's primary objective is to identify and cultivate new credit worthy account opportunities and facilitate the movement of existing and newly obtained freight. Included in this position are the responsibilities of identifying and securing quality trucks to ensure transit of freight on a daily basis.

Qualified Candidates Must:

- Have a minimum of 2 years of experience in a sales environment
- Demonstrate strong communication skills
- Possess solid negotiation skills
- Be comfortable and effective in a team environment
- Well-developed basic math and computer skills

Key Responsibilities will include:

- Generation of new business from prospecting and cold calls
- Develop and maintain accounts through relationship selling
- Manage projects with a sense of urgency
- Negotiate price with the shipper and carrier
- Follow through and account management
- Customer service focus and commitment

Benefits of this position include top commissions with uncapped income and a fantastic working environment. Medical/dental and class "A" office work environment.

All responses will be handled with complete confidentiality. Please respond via email only with appropriate resume and cover letter.

Nationwide Freight Logistics is a Equal Opportunity Employer.