

EXPERIENCED FREIGHT BROKER

***Potential Signing Incentive* for this Position**

Experienced Freight Broker needed in Medford, Oregon for Nationwide Freight Logistics (NFL). NFL is seeking a dynamic and experienced Freight Broker who desires a quality work environment. The ideal candidate will have a background in trucking and sales and is looking to be part of an exciting and committed team who believes that **Delivering Trust Daily** is essential to success.

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 freight brokerage environment
- Have a book of business, networks, knowledge of the brokerage process
- Possess high work ethic and integrity
- Have the ability to multi-task and work in a fast paced environment
- Demonstrate strong communication and negotiation skills
- Thrive in a team and culturally strong environment
- Have 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 manage accounts
- Customer service focus and commitment

Benefits of this position include top commissions with uncapped income. A potential signing incentive, medical/dental, and a 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.