



Account Executive

FA International is looking for Account Executives who enjoy working remotely. Here at FA, we are thriving to offer everyone a different lifestyle, freedom, and a sense of ownership. As a Sales Executive your primary function will be to generate new business for FA. You will be the primary point of contact for potential FA customers and will play a crucial role in closing new business. As a sales professional at FA, you will have a team of resources whose main goal is to enable your success in developing and growing your book of business.

Objectives

- Target potential prospects by cold calling and e-mails daily
- Convert Prospects into new business for FA
- Build strong sustainable partnerships with clients, prospects, and carriers
- Exemplify the FA brand and cultural values
- Secure opportunities with decision makers
- Maintain contact with accounts

Responsibilities

- Proven track record in sales transportation/logistics (3PL preferred) Analyze market trends and competitor activity to identify business leads
- Develop customer accounts and grow FA International market share with new and existing customers
- Maintain positive relationships with clients to encourage recurring business
- Developing and executing strategic plans to achieve sales targets
- Analyze pipeline and lead data to develop strategic short and long-term plans to close prospects
- Drive new business through all communication means including face to face meetings
- Consistently meet and exceed monthly, quarterly, and annual targets
- Create a great first impression to our prospects and customers by providing them with a world class experience
- Identify customer needs to determine how our solutions would be a good fit
- Manage multiple lead sources and work to consistently develop the pipeline
- Run the entire sales cycle, from discovery to close
- Ability to identify and solve client issues by strategically incorporating a FA solution

Recruiting Email - recruitment@fainlogistics.com

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