

## Carrier Sales Representative (Freight Broker)

### Overview:

At **AmeriLux Logistics**, we are in the people business. We are committed to scaling our culture and delivering exceptional value to every strategic partner. As a **Carrier Sales Representative**, you will play a key role in managing logistics operations by identifying, vetting, and nurturing relationships with prospective carriers. Your primary responsibility will be **negotiating competitive rates and securing timely shipments** to meet customer demand. You will collaborate closely with the sales team to **capitalize on market opportunities** and **build win-win partnerships**.

### Key Responsibilities:

- **Carrier Network Development** – Identify and vet prospective carriers to establish a **robust pipeline** of preferred partners.
- **Rate Negotiation** – Secure **competitive pricing** for shipments by leveraging market trends and operational requirements.
- **Sales Collaboration** – Work with the sales team to **understand regional preferences** and customer needs, proactively identifying new business opportunities.
- **Relationship Management** – Cultivate and maintain strong relationships with carriers, ensuring **consistent and exceptional service delivery**.
- **Shipment Tracking & Execution** – Partner with the tracking team to ensure **on-time pickup and delivery**, maintaining high service reliability.
- **Performance Metrics** – Meet or exceed key KPIs, including:
  - **Daily call quotas** (inbound/outbound)
  - **Monthly load bookings**
  - **On-time tracking compliance**

### What We're Looking For:

- Experience in logistics, freight brokerage, transportation, or a related field.
- Strong **negotiation and relationship management** skills.
- Ability to analyze **freight market dynamics** and identify growth opportunities.
- A driven, results-oriented mindset with a **data-driven approach**.
- Alignment with **AmeriLux's core values** and commitment to continuous learning and development.

## Benefits

The AmeriLux benefits package includes a nationally award winning zero-dollar deductible healthcare plan created to ensure peace of mind and comprehensive care for all A-Team family members.

Our onsite healthcare clinic, free to all team members, provides convenient access to high-quality medical care with a personalized touch from physicians who take the time to get to know you. In addition, we offer comprehensive dental and vision insurance, as well as disability and life insurance to ensure you and your family are protected. Our benefit plan includes a 401(k) match, employee assistance program, paid time off, and flex spending account access.

Supplemental Pay: Bonus pay, profit share.

## About the A-Team:

At AmeriLux, we value culture above all else and look towards the future with optimism. Our goal is to place our team members in a position that will make them feel the most fulfilled. Our team members are empowered to make a play as we believe that the only people who have never made a mistake are those who have never done anything. We value new ideas and use the power of the magic of momentum as we continue to grow and add invaluable new members to the A-Team.