

Inside Sales Trainee Program

We understand that choosing a career path and a company to grow with can be intimidating, we have been there. At AmeriLux, we are different.

Our priority is finding a position that will make you feel the most fulfilled and challenged. You will get a crash course at AmeriLux University and all things A-team while simultaneously learning about the booming world of Logistics and Transportation.

Our approach is simple. You will have the opportunity to explore all positions on our Logistics team and take the time to understand the why's and how's behind the fast-moving freight industry. Spending time with our customer, carrier, and lead generation team- we have no doubt that you will emerge at the end of the program as a Logistics master ready to create your own book of business.

Rotation 1: **Customer Service Support**

- Get to know the basics of the service logistics provides to our customers.
- Understand systems including shipment building, load tracking, appointment scheduling, and general shipment management.
- Collaborate with customers and learn about customer reporting.

Rotation 2: **Carrier Representative Support**

- Discover the role of our carrier team and how they partner with our customers.
- Take a stab at negotiating and securing loads with fellow carrier representatives.
- Help facilitate requests for pricing and secure opportunistic freight lanes.
- Learn about market trends, service issues, and the Logistics and Transportation industries.

Rotation 3: **Lead Generation**

- Understand our customer relationship management tools and sales pipeline.
- Identify and engage with potential customers through email and phone calls
- Work with our sales team in load creation, tracking, billing, and other activities to help close and maintain new business.

Final Rotation: **Inside Sales Representative**

- Become a full inside sale representative.
- Generate and grow your own book of business.
- Create your own brand of customer experience with AmeriLux.

- Blow your sales goals away with a monthly incentive plan and uncapped commission potential.

Summary:

The transition from college to a full-time role is tough, we are not going to sugar coat it. What we will do is make sure that you are set up for success with hands on guidance and an incredible team to back you. We believe that work should be fun, and we hire people that help emphasize that point. So, take a deep breath, we are in this together.