



### **Job Title**

Sales Executive

### **Based**

United States (remote)

### **The Company**

Jaguar Freight provides exceptional supply chain solutions through a combination of unique I.T. systems and world-class customer service to a broad range of clients in the cosmetics, health & beauty and other prestige industries. Widely recognized as an industry leader, Jaguar's unique Cyberchain™ program is a logistics management tool allowing clients to focus on managing their business, while assisting to control core supply chain activities. Cyberchain™ provides real time information from purchase order through to delivery by integrating with carriers, government agencies, and client ERP's to deliver a holistic view of the global supply-chain. Jaguar provides customized solutions to our clients' evolving needs – that is why we call ourselves; - The Freight Architects™.

### **The Role**

Jaguar is expanding its global business and is seeking innovative and energetic Sales Executives to expand our market share in North America by effectively selling our services and unique "Freight Architect" approach to international exporters and importers in our target verticals. The primary responsibility will be identifying and securing valuable new clients that complement our existing client base. The Sales Executives will be part of a Sales and Business Development team that will provide support in identifying, qualifying, securing, and maintaining clients, and will report directly to the VP of Sales and Business Development. In line with our WFA (work from anywhere) model, the position is remote in the United States.

### **Essential Requirements**

- Knowledge of international ocean and air freight, with specific experience in the Trans-Pacific and Trans-Atlantic markets.
- The ability and tenacity to identify, nurture, and convert sales prospects.
- A proven track record of success around both growth and client retention.
- Good communication skills both externally with clients and internally to others within the organization
- A positive "can do" attitude and willingness to structure "win-win" deals which embrace our Freight Architect philosophy.
- A leaning towards action and demonstrable ability to set targets, meet and stretch them.
- A proficiency in the use of Microsoft Office (PowerPoint, Excel, Word) and Customer Relationship Management (CRM) systems

### **Compensation**

The successful candidate will be eligible for the following:

- A base salary.
- A commission and bonus structure based strongly around performance.
- Reimbursement for business expenses (car, telephone, travel, etc.)
- Health insurance
- 401K
- Paid vacation (in-line with current HR policies)