

### **Job Title**

Sales Executive

### **Based**

Centre of Operational Excellence (COE) New York

### **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 and other prestige industries. Widely recognized as an industry leader, Jaguar's unique CyberTrax™ program is a logistics management tool allowing clients to focus on managing their business, while assisting to control core supply-chain activities. CyberTrax™ integrates with existing information systems giving real time information from purchase order through to delivery, and can provide GPS location technology and immediate security exception reporting. Jaguar offers customized solutions to clients' evolving needs – that's 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. The primary responsibility will be securing new clients, but may also include maintaining and growing the business relationship with existing clients. 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. The position is to be based in our Long Island, NY office

### **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)