



Regional Sales Manager – Pacific Northwest

Summary:

The Regional Sales Manager with TRAC Intermodal, based in either Oakland, CA or Seattle, WA is responsible for Intermodal equipment sales in the Pacific Northwest area to various clients including Beneficial Cargo Owners (BCO's), Non Vessel Owning Common Carriers (NVOCC's), Freight Forwarders and Motor Carriers. The Regional Sales Manager will focus on BCO development, including larger drayage companies who are engaged in the BCO deals. The Sales Manager will work from a home based office in the Oakland or Seattle area and will travel up to 40% of the time. The Regional Sales Manager will work closely with the rest of the Commercial team to collaboratively sell final mile solutions.

Responsibilities:

- Own and execute sales process for assigned accounts
- Achieve growth and utilization within assigned territory
- Build customer relationships and foster company image
- Identify and qualify opportunities, then lead the engagement to win those deals whether it is BCO direct or via motor carriers
- Position TRAC for future final mile solutions as offerings are expanded
- Drive "Trucker Model" growth by increasing number of motor carrier customers and their utilization of TRAC chassis
- Introduce new products to customers
- Actively lease chassis on long and short term agreements
- Anticipate and resolve potential customer service and internal team issues
- Partner with the Customer Service department and assist in Collections, when necessary
- Proactively identify and find solutions to challenges
- Prepare revenue budgets
- Provide information for sales planning and forecasting activities
- Provide prospect qualification and local market intelligence

Qualifications:

- Minimum of 3 years of experience in Account Management and Sales in the Intermodal or Transportation industry required
- Bachelor's degree preferred
- In-depth knowledge of the local market and competitors to effectively target new customers and enhance sales strategy
- Experience and knowledge of final mile logistics solutions
- Broad Supply Chain experience with major importers and exporters and ability to interact with senior leaders at BCO's
- Self-driven and results-oriented professional with exceptional interpersonal and communication skills, including effective writing and public speaking skills

- Must be able to multi-task and work independently as well as contribute to the overall success of the team
- Superior problem solving and decision making skills
- Experience in preparing sales proposals
- Proven success in a collaborative solution sales environment
- Ability to prioritize, meet deadlines and excel in a fast paced and dynamic work environment
- Flexibility to quickly adapt to change
- Advanced computer skills (Word, Excel, PowerPoint) and ability to learn proprietary in-house systems and customer relationship management systems (CRM)
- Experience using social media to drive sales efforts
- Home based office or equivalent including computer, fax, phone & high speed internet
- Ability to travel 30-50%

To learn more and submit your resume online, please go to www.TracIntermodal.com/careers.