**Job details**

Contract 1099

Up to $100,000 a year

Job Type

Full-time

Contract

**Qualifications**

* + High school or equivalent (Preferred)
  + Logistics: 1 year (Preferred)
  + Freight Experience: 1 year (Preferred)

**Full Job Description**

TSE is looking for an experienced Freight Account Agent to join our growing team as we build out a Best-in-Class Transportation Freight Brokerage Team. If you are passionate about building Relationships, Process, Management Tools and Getting Things Done with a Fast Growing, Innovative company in one of the most dynamic and ever-changing times in Transportation and Logistics - Apply Now.

The role is based out of our offices in Hollywood, Florida. Remote is not applicable at this time. The Freight Account Agent handles the total account management for all booked transportation freight loads from start to finish, while providing an excellent customer service experience and cost effectiveness solutions. This important role bridges the communication gap between the Shipper (customer), Contracted Carriers and Ownership.

The ideal candidate for this role will be able to balance day-to-day domestic freight management and strategic planning. You are capable of managing order level issues regardless of root cause, comfortable carrying out company's processes and are highly collaborative across different stakeholders via phone, email and our CRM.

Excellent negotiating skills is paramount along with a positive can-do attitude and an Entrepreneurship Mindset.

We provide lead resources and effective software that allows this position to be successful. However, this role must be resourceful with a creative mindset when it comes to targeting the right business and the right customers.

**Day-to-Day Duties**

* Manage end-to-end coordination of all domestic shipments. Be on top of all issues with regards to booked freight, with both Shipper and Contracted Carrier.
* Monitor daily domestic scheduled loads. Work in close collaboration with assigned Carriers pick-up and delivery punctuality.
* Plan workload and notify Customer ahead of time in the case of expected delay of Contracted Carriers.
* Track and trace all shipments and maintain high visibility at all times.
* Enter Customers and Carriers information in our ITS system daily.
* Create Proposals in ITS for any quotes request.
* Create Invoices for Shipper in ITS for completed loads.
* Enter booked loads information into Factoring Company System to ensure that Contracted Carrier is paid on time.
* Answer phones from Shippers and Carriers to provide quotes on Shipments.

**Key Qualifications**

* Previous Sales Experience Preferred
* Hands-on experiences in freight and logistics planning and execution
* Strong negotiator, communication and relationship building skills
* Outstanding organizational skills and attention to detail a must
* Ability to work in a fast-paced environment with rapidly changing priorities
* Work ethic with a sense of urgency and results oriented focus
* Collaborative; able to build consensus among Shippers, Carriers and inhouse Teams and Ownership
* A problem solver; Driven by effectiveness and execution
* Proven ability and willingness to coach and empower subordinates under supervision, if needed
* **Proven computer proficiency**(MS Office – Word, Excel, Power BI, and Outlook).

**Benefits:**

* Professional development training
* Access to customers database providing promising leads that will lead to increasing portfolio of accounts.
* Commissions paid twice a month

**About the Company:**TSE Logistics is a full-service freight logistics solution provider in Hollywood Florida. We are a family-owned business servicing our customers for over 12 years in the trucking industry, with operations nationwide. Our mission is to genuinely offer the very best hands-on customer service to all of our customers, while developing a partnership. Our success is built on our team's success. We embrace team work and a family environment where ownership knows every contractors of employees name. We pride ourselves in offering quality on every transaction made.

Join us today - if this is a place that resonates with you.

Office hours**:**Monday to Friday 9am - 5pm

**Compensation**:

COMMISION ONLY / NO BASE /GENEROUS SIGNING BONUS

Commission is Split 50%/50% OR Up to 60% based on experience.

Employment type: Contractor 1099

Job Types: Full-time, Contract

Pay: Up to $100,000.00 per year

Benefits:

* Flexible schedule
* Professional development assistance

Schedule:

* 8 hour shift
* Monday to Friday

Supplemental Pay:

* Commission pay
* Signing bonus

Education:

* High school or equivalent (Preferred)

Experience:

* Logistics: 1 year (Preferred)
* Freight Experience: 1 year (Preferred)

Contract Renewal:

* Likely

Full Time Opportunity:

* Yes

Work Location:

* One location

Paid Training:

* Yes

Management:

* Key Leader

Company's website:

* www.Tselogistics.net

Work Remotely:

* No

**SUBMIT RESUME**