



Transportation Sales Agent

Position Overview The Transportation Sales Agent will aggressively solicit and interact with potential and existing customers to acquire new business for Murphy Transportation Services.

Organizational Alignment

Reports to the Vice President of Sales and Marketing

Job Responsibilities

Sales Management

- Solicit and interact with potential and existing customers to acquire sales for the Murphy Transportation Services.
- Maintain a monthly sales plan to represent potential customers and monitor performance against the plan.

Daily Activity Operational Management

- Interface with daily operational activity issues as required (i.e. direct communication with customers retrieving orders for carriage, tendering of load agreements to carriers, soliciting carriers to “cover” customer loads, communicating with customers on load status, maintaining accurate data in the transportation management system).

Financial Management

- Create a yearly budgetary plan and recap performance to that plan on a monthly basis.
- Identify variances to gross margin, revenue and net operating margin and create related strategy adjustments.
- Develop rating of lanes / loads for customers
- Present and negotiate rates (rates developed insuring appropriateness of margins for Murphy and value to the customer)
- Negotiate rates with carriers
- Audit accuracy of billing activity from carriers
- Approve payment to carriers for services
- Communicate cost discrepancies with carriers and/or customers
- Review customer outstanding balances and credit limits taking appropriate action when necessary

Carrier Management

- Adhere to Murphy Transportation Services policy relative to the selection and execution of carriers providing services to Murphy Transportation Services
- Ensure that carrier base conforms to all regulatory requirements and that all necessary operating paperwork and certificates of insurance are current and entered into the transportation management system
- A good carrier relationship is essential and the transportation sales agent must continuously make every effort to support and enhance such a relationship
- Measure and monitor carrier performance to ensure Carrier quality service quality and safety

Safety

Will support and abide by the Company’s Safety Program and all safety program initiatives, policies and procedures.

Education and Experience Requirements

College degree preferred.

Minimum 10 years of experience.

Knowledge/Experience/Skills:

- National transportation brokerage experience and skills include a working knowledge of federal and state transportation regulations with regards to the requirements of a 3PL provider
- Specific knowledge in the following areas is essential:
 - familiarity with internet transportation sourcing sites
 - knowledge of carriers
 - understanding of the “workings” of a customer’s transportation function and requirements
 - ability to provide options to logistical situations
 - familiarity with multiple forms of transportation such as intermodal, rail, LTL, etc.
 - have a high level of self-confidence, be independently motivated, be an integrative problem solver
 - good time management skills and the ability to handle several tasks concurrently

I have reviewed, and understand, the above position description. I understand that management retains the right to add to or to change the responsibilities and/or duties of this position at any time.

Signed: _____ Date: _____

Manager Signature: _____ Date: _____