

Position: National Account Sales Representative

Reports to: National Account Sales Manager

Summary: This position is responsible for the development of domestic and international corporate National Account Household Goods transportation business, with a focus on companies headquartered in the Great Lakes region (Columbus, Ohio, Indianapolis, Indiana, and Cincinnati, Ohio - primary markets).

Special Notes: Occasional overnight travel is required for this position.

Description of Responsibilities: The National Account Sales Representative is responsible for the following duties as well as any specific assignments or additional responsibilities as agreed upon with the National Account Sales Manager

Description of Job Tasks

Percentage of Job - 80%

Develop New Business

- Expected methodologies to generate opportunities include research, cold calling, networking and word of mouth
- Qualify and obtain appointments with potential corporate accounts
- Identify the key decision maker(s) and understand their buying process
- Continually develop, create and manage a robust sales pipeline
- Meet or exceed activity-based (prospecting, cold calling, etc) goals and sales objectives
- Actively pursue and be involved in lead-developing and networking organizations
- Develop and deliver presentations to prospects
- Respond to RFPs

Account Relationship Management

10%

- Work with your established accounts to generate additional business via introducing new service lines and/or products
- Interface with appropriate individuals and/or departments as warranted
- Penetrate account to build multiple relationships with all key stakeholders and decision makers
- Provide accounts with annual performance reports (or as requested by account) and reviews
- Maintain awareness of customers' performance, trends, challenges through research and education

General Responsibilities/Industry Knowledge

10%

- Utilize CRM to manage daily sales activity
- Create reports for management as requested
- Submit monthly expense report on time
- Provide input on the development of a T&E budget

- Entertain clients and prospects on an as-needed basis
 - Review service performance with Operations and Customer Service departments quarterly or as-needed
 - Facilitate initial implementation meeting with the new client and appropriate departments (key management, Operations, Customer Service, Claims and Revenue Accounting)
 - Stay current with Andrews policies and procedures
 - Stay current with UniGroup Inc. policies and procedures as well as new service and product offerings
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Required Skills and Attributes

1. Exhibits the highest level of integrity
 2. Is committed to self improvement and professional development
 3. Sees problems as opportunities
 4. Demonstrates a desire to excel
 5. Professional demeanor and attire
 6. Has excellent verbal and written communication
 7. Has a sound and reasoned sales approach
 8. Is an effective negotiator
 9. Is well organized and can prioritize workload
 10. Is competitive and goal-oriented
 11. Takes rejection and constructive criticism well
 12. Has the ability to work independently or as part of a team
 13. Able to work in multiple computer applications (MS Office Suite, Mover's Suite, CRM, etc.)
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Education / Experience

1. Four-year undergraduate degree
2. Three (3) years of proven successful business to business sales experience is required
3. Previous industry experience is preferred but not required
4. The following certifications are preferred:
 1. CMC (Certified Moving Consultant)
 2. CRP (Certified Relocation Professional)
 3. GMS (Global Mobility Specialist)