



## **FLI Field Sales Representative – Job Description**

**Location:** Overland Park, KS

**Employee Type:** Full-Time

**Industry and Job Type:** Transportation/Logistics | Sales

**Salary:** Salary + commission - DOE

*Full-time employees are eligible for FLI's benefits package (PTO, Medical, Dental, 401K) after 30 days of employment.*

FLI Transportation and Logistics is seeking to hire a full-time Field Sales Representative. As a Field Sales Representative, you will be responsible for new business development as well as maintaining and building existing relationships. In this role you will identify potential new customers, pursue meetings with decision makers and review their supply chain process to identify needs and develop solutions.

### **Responsibilities:**

- Must be a "Hunter" with the ability to increase sales activities by acquiring new clients
- Negotiate with clients when it comes to asking price or minor alternations to product quality and quantity
- Sales activity includes both domestic and international
- Coordinate and manage all sales activities relative to your opportunities and accounts
- Maintain accurate records such as sales reports, expense reimbursement forms, billing invoices, etc.
- Communicate with and report to upper management
- Meet realistic quotas and expectations weekly, monthly and quarterly
- Other duties as assigned

### **Requirements:**

- 4 year college degree in business or industrial focused studies (or equivalent work experience)
- Must have a valid driver's license and auto insurance with a clean driving history
- Excellent communication skills (speaking, listening, reading and writing)
- Strong analytical and mathematical skills
- Must be able to travel nationally with regular overnight travel
- A positive attitude
- Must work effectively in a team-oriented office environment
- Must be a self-starter capable of working with minimal supervision
- Proficiency with Microsoft Office Suite
- Previous parcel transportation industry experience is a plus

*This is not an exhaustive list of duties, responsibilities and skills required for this position.*

**Who we are:** Established in 2003, FLI Transportation and Logistics is a privately owned third-party transportation and logistics firm headquartered in Overland Park, KS. FLI offers freight management solutions for LTL, truckload, international and specialized services. At FLI we focus on the unique needs of each individual customer and provide dedicated account management to create centralized and simplified freight management solutions for our customers.

*This posting is intended to describe the general nature of the work involved in this job position. FLI Transportation and Logistics is an equal opportunity employer. Qualified applicants will receive consideration for employment without regard to race, sex, disability, veteran, or other protected status.*