



NEW BUSINESS DEVELOPMENT ACCOUNT MANAGER

Looking for a growth opportunity with future leadership potential?

We are seeking an experienced New Business Development Account Manager with an entrepreneurial mindset who is driven by accountability and takes ownership over their and the team's results. Seeks future growth and leadership opportunities.

The Frate Group is a well-established, profitable and growing company that has been in business for over 45 years in the northwest suburbs of Chicago, Illinois. The Frate Group offers customized logistics solutions through our operating companies; with non-asset based freight brokerage operations, warehousing and fulfillment operations to local LTL, TL, Flatbed and expedited services. We use our dedication, experience and personalized service to be the "The Most Dependable Transportation Service in the World". We are committed to our team, our customers and our community and we are proud to have been named a "Top Small Workplace Winner" by the Wall Street Journal.

The Frate Group believes in the value of relationship selling and problem solving – We don't just push services, we provide solutions. Responsibilities include calling on established customers, identifying new customer opportunities and managing new business development. The main focus will be generating new sales and new accounts. The primary coverage area for this position will be the greater Chicagoland and southern Wisconsin area with potential to handle national accounts. The successful candidate will have C-Suite level experience providing customers with a full line of transportation and logistics services and solutions.

Key Responsibilities

- Identify, qualify and generate new business by adding and retaining clients to achieve set revenue and profit goals.
- Uncover opportunities and operating efficiencies within the customers' supply chain to provide additional services/revenue.
- Expand customer contacts of transport influencers and decision makers.
- Remain current with market trends and competitor programs.
- The individual must be able to sell their value and the value of our company to the customer.
- Partner with internal team members to create solutions and sales proposals based on customer needs including pricing strategies, solution implementation and future customer growth potential.
- Meet key established metrics, maintain CRM system, complete weekly activity reports.
- Maintain confidentiality of company information and uphold company core values.

Essential Skills, Characteristics & Experience

- Bachelor's degree in Marketing, Communications or Business Administration preferred or equivalent experience required.
- 5+ years successfully selling transportation and logistics solutions including warehouse/distribution and brokerage services – demonstrated track record of achieving sales growth.
- Confident decision making, problem solving and issue resolution skills.
- Strong leadership presence, ability to execute business strategy.
- Ability to build strong relationships, motivate others and inspire teamwork and collaboration.
- Strong negotiation, communication and organizational skills, professional demeanor.
- Strong computer skills – MS Office, Internet, CRM and pricing software.

Why The Frate Group?

- Competitive compensation package with bonus structure.
- Stable established company with an entrepreneurial operating system that is open minded and growth oriented.
- Significant advancement opportunity for outstanding performer.
- Medical, Dental and Vision benefits with employer paid life insurance.
- 401K Plan with 7% company match and Profit Sharing Bonus.
- Car Allowance Program.
- Vacation and Paid Birthday Holiday.
- Voluntary short and long term disability coverage, life insurance, medical FSA Account.

If you think you have what it takes we would love to hear from you!

To learn more about our company and apply please visit our website at www.jafrate.com.