

Account Executive – Liner/Ocean Sales

New York/New Jersey Area – United States

NYK Line (North America) Inc., the regional headquarters unit of the NYK Group, a premier global transportation company, seeks an Account Executive for its Secaucus New Jersey headquarters. The successful candidate will be focused on growing the business within an assigned territory, assigned industry and with designated customers through a combination of new account acquisitions and existing account expansion. Responsibilities include:

Requirements:

- Bachelors degree required
- 3 + years of related experience in liner sales; or liner sales support role
- Understanding of ocean/domestic rate
- Basic understanding of US intermodal rail network and operations
- Demonstrated track record of success against quota
- Above average proficiency in MS Office
- Experience using lead and sales tracking software
- Excellent verbal and interpersonal communications skills in order to build and maintain relationships
- Strong organizational and time management skills
- Ability to handle sensitive and confidential materials with a level of professionalism and integrity
- Proven ability to collaborate and respond with solutions that fit customer needs
- Must be able to communicate and interact effectively with multi-functional and diverse backgrounds
- Travel required

We offer competitive salary and outstanding benefits. Please send resume including salary history to Hrecruit4@yahoo.com. Only replies that *include salary history* will be considered. EOE, M/F/D/V