

Job Title: Account Executive (Elizabeth/Kearny, NJ Area)

Location: United States/New Jersey/Newark/Elizabeth

Description:

JOB SUMMARY

Develops, establishes and maintains customer relationships and partnerships to meet revenue and profit goals.

DUTIES AND RESPONSIBILITIES

1. Actively pursue and qualify valued business opportunities. Implement successful selling strategies/techniques.
2. Manage new and established account development for continued revenue and profit growth. Define and propose specific approaches to meet and exceed customer needs.
3. Identify situations requiring effective negotiation and maintain positive client relationships throughout any issue resolution process.
4. Take ownership in the work. Advance expertise and value by increasing knowledge of products, services and pricing. Seek opportunities to maximize contribution in current role.
5. Utilize available resources and knowledge to orchestrate solutions that increase market share and profitability.

Qualifications:

MINIMUM REQUIREMENTS

1. Bachelor's degree or the equivalent combination of education and proven sales work experience.
2. 3-5 years sales experience.
3. Proven effective prospecting, presentation and closing skills. Strong territory management skills.
4. Excellent communication and presentation skills required.

PREFERRED REQUIREMENTS

1. Experience in the transportation industry.

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Qualified candidates are encouraged to apply online at <http://www.yrcw.com/careers/>.

YRC, Inc is an Affirmative Action / Equal Opportunity Employer. Qualified female, minority, veteran, and disabled persons are encouraged to apply.