



Freight Broker Agent (Logistics Account Executive)

Blue Chip Logistics is a premier Third Party Logistics company. As a non-asset based company, we deliver the most expedient, cost-effective, unbiased transportation solution every time. Founded in 2002, Blue Chip Logistics has an excellent reputation in the marketplace among carriers and shippers. We have a unique culture that fosters a healthy team environment for personal and corporate success.

Agent Benefits with Blue Chip Logistics

As an Agent for Blue Chip Logistics you receive a competitive base salary, benefits package, extensive training and an experienced personal mentor; and best of all you are building up your own book of business.

Every account you land is yours to keep; with no cap on commission, this can quickly translate into huge earnings. As a Logistics Account Executive you will act as the primary liaison between your customers, carriers and partners while establishing your own book of business.

Your potential is unlimited

We Offer

- Work at home or in our corporate office with a great compensation package
- TMS software to manage freight, customers and carriers
- Highest credit rating with the TIA
- \$75,000 Surety Bond
- Cargo insurance, liability insurance and US Authorities
- Access to the major load boards
- Extensive network of carriers including the largest intermodal rail companies
- Quick Pay, fuel advance and consistent carrier pay schedule
- Back end financial and administration office lets you focus on developing new customers and managing existing freight

Your Qualifications

- Desire to succeed and grow combined with a strong work ethic
- Understanding of the transportation industry; experience preferred but not required
- Knowledge of the principles of sales and marketing for promoting and selling services
- Ability to negotiate and be responsible
- Great customer service skills
- Ability to work under pressure
- Strong organizational skills
- A small book of business or contacts to help you obtain customers quickly

Your Duties

- Market and promote Blue Chip Logistics and its services
- Generate new sales leads through prospecting calls, presentations to potential customers and respond to RFPs
- Develop new customers and turn those customers into profitable business
- Maintain regular contact with customers to build a healthy relationship
- Determine best transport mode for all freight moves
- Source carriers and negotiate rates
- Manage daily freight and update customers

***.... Blue Chip is with me
at every step providing
superior support***

-- Harp H., Agent for BCL