



Logistics Sales / Freight Broker / Agent

PGL is a California based logistics company, with customer demand to expand our geographic coverage. We value talented individuals who share our entrepreneurial spirit, philosophy of excellence and who appreciate the level of commitment required to grow a business.

While this is a commission-based opportunity, for a well versed industry professional, there is no limit to your success or earnings potential. If you are committed to excellence, ambitious, analytical and well organized, we welcome your application.

As an agent for Preferred Global Logistics, you will effectively have your own business with no investment costs, with outstanding earnings potential and state-of-the-art tools.

While you provide and grow an established customer base for freight solicitation, we provide you with proprietary technology and the industry's most robust web-delivered transportation management system (TMS), which include:

- Customer quotes & pricing
- Carrier selection & dispatch
- Customer billing & statements
- Carrier payment
- All documents web-portable
- Tracking & quality assurance
- Commission & administrative reports
- Online customer portal
- Online sales staff portal
- Online training & support

PGL's growing team of national agents is dedicated, experienced, and truly understands their customers' needs. Join a winning team - contact PGL today.

The responsibilities of this position include, but are not limited to:

- Development and management of new customer relationships
- Skills to effectively communicate and demonstrate our TMS
- Relationship building with company personnel, customers, and vendors

Who we're looking for:

The successful candidate will have the following background and abilities:

- Ability to tap into past and current relationships to attract new business
- Minimum 2 years sales experience within the freight or logistics industry
- Work with customers to understand their needs to earn more of their business
- Experience with LTL, truckload, owner operators, and intermodal
- Demonstrated ability to proactively anticipate and troubleshoot problems
- Strong organizational skills with emphasis on details and follow through
- Proficiency with Microsoft Office, and learn internal company systems and programs.
- Bachelor's degree in Business, Logistics, or commensurate related job experience

What we offer:

- Commission plus benefits program (Medical insurance, and 401(k) plan)
- Progressive work environment which encourages creativity
- A ground floor opportunity with unlimited opportunity
- A team of enthusiastic professionals dedicated to success