



**Company Overview:**

All State Express has excelled as a leading expedited transportation provider in North America for over a decade, developing automotive and non-automotive transportation expertise. As we have *grown forward*, we have diversified our portfolio of services to include a full spectrum of truckload and logistics services.

Our 24/7/365 Coordination Center located in the heart of the *Piedmont Triad* is supporting some of the most successful Fortune 500 and medium-sized enterprises across the NAFTA region.

We apply the same responsiveness and proactive management required for success in expedite to all transactions and across the logistics services we provide, aided by industry-leading on-board and web-based technology. We invite you to explore our company in detail to discover how you can perform as a critical link in All State Express' future success

**Position Overview:**

ASE is seeking and experienced Account Executives to represent the company and perform all sales functions in a Midwest/Southeast-, Northeast- or Texas-based territory. Duties will include maintenance of current customers with emphasis on **new account** generation. This will be an outside sales position and residency within assigned territory is required.

**Key Accountabilities:**

- Demonstrates a high level of enthusiasm, energy and self motivation.
  - Maintains a high level of customer service and follow up with clients and prospective clients.
  - Takes ownership of all sales functions within assigned territory including outside sales calls, transportation/logistics association participation and represents company at tradeshow and other industry functions.
  - Ability to meet minimum weekly sales call standards and complete all reporting in a timely manner.
  - Ability to interact with Operations Group to ensure customer expectations are understood by group and actively pursue feedback from
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Customer to Operations regarding company performance.

- Candidate must be able to travel as required in territory, including overnight travel. Exceptional time management skills are required for this position as a result.
- Excellent communication skills and conflict resolution skills are required.
- Ability to perform and participate in 5-Why/RCA quality program is required.

**Job Requirements/Preferences:**

Demonstrated ability to manage the entire sales cycle from prospecting to closing of new business.

Demonstrated history of meeting and exceeding sales goals.

Ability to travel in assigned territory, working from a home- or satellite-based office.

**Compensation:**

A combination of salary and commission will be offered. Car allowance, cell phone allowance, company laptop and expense account provided by company.

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