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## **Job Description**

**Tranco Job Title:** Logistics Coordinator (Domestic Freight Broker / Brokerage)

**Location:** Chattanooga, TN

### **Job Duties**

- Make outbound telephone calls to prospective and existing clients
- Close new customer business
- Effectively communicate with customers, carriers, and co-workers
- Source carriers while negotiating market competitive rates
- Enter data into the Tranco computer system in an accurate and timely manner
- Coordinate cargo movement with customers and carriers
- Comply with all Government regulations
- Maintain accuracy in all functions
- Work in a goal-oriented environment
- Maintain professional conduct with colleagues and customers
- Adhere to Tranco policies and procedures

### **Job Requirements**

- Sales experience
- Ability to sell Tranco Global services to new customers
- Excellent written and verbal communication skills
- Microsoft Office computer skills
- Ability to make outbound telemarketing calls
- Ability to stay current with the Company's KPIs
- Strong negotiation skills
- Transportation brokerage experience a plus

### **Company Profile**

Tranco Global is an aggressive, fast growing, International Freight Forwarder and Customs Broker. Headquartered in Chattanooga, Tennessee, Tranco presents a unique, dynamic, and progressive work environment with a competitive compensation and benefits packages. Our sister company, Tranco Logistics, was founded in 1993 by twin brothers Bruce and Byron Trantham. The company now has over 300 employees, 500 units of rolling stock, and 2 million square feet of warehouse space. By definition, as an international organization we support diversity. We value the contributions and perspectives of all employees regardless of age, race, gender, culture, religion, nationality, disability, or sexual orientation.

Compensation: \$32K to \$36K + Industry Leading Commission Structure

### **Skills**

- Freight Brokerage
- Direct Sales
- Freight Forwarding
- Truckload Shipping
- Logistics Management
- LTL Shipping
- Sales
- Telemarketing
- Trucking

Job Type: Full-time