



JOB DESCRIPTION:

TITLE: Sales Representative - Corporate
LOCATION: Various locations throughout the United States, must be open to relocation
SALARY: \$XX,XXX starting, after completing 6 months of training compensation will be \$XX-XX,XXX salary, a company car and bonuses. Full benefits included.
DUTIES: The position is designed to prepare the candidate for an outside sales position with well-rounded Emery airfreight knowledge after completing the training period. Individuals must be willing to relocate within the region after training.

REQUIREMENTS: College Degree B.S., B.A.
Preferred majors: Marketing/Management
Transportation, Communication
GPA: 3.0 in major

- Strong desire for outside sales position
- Valid driver's license required, able to travel within assigned territory
- High energy level
- Excellent communication skills (verbal/written), personable, with ability to make formal presentations to customers and management
- Strong planning and organization skills
- Ability to interface with perspective customers and others with diplomacy and tact
- The following would be a plus but is not required for consideration:
Participation in team sports or leadership position in athletic, social or academic organizations.

TRAINING: A six month training program covering operations, product knowledge, customer service, and sales techniques is mandatory for all candidates entering this position. This will include stays at our Global Training Center in Dayton, Ohio, as well as Customer Service Center in Kansas City, MO., along with local terminal operations.

All candidates are hired contingent upon passing a drug test and background investigation.

CONTACT: Manager of Recruitment and Development
Emery Worldwide, a CF Company
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Vandalia, Ohio 45377
Phone: (555) 555-5555 or Fax: (555) 555-5555

Emery Worldwide is an Equal Opportunity Employer.