

Logistics Merchandiser

Job Summary:

NBC is a leader in marketing and distributing Co-products throughout the upper Midwest. A successful Logistics Merchandiser will be able to utilize connections to build a freight network while increasing our footprint and margin per load.

The Ideal Candidate

The person we add needs to have the following mindset and thought sequence: "I have proven it by always being a top performer. I have done my part in business which gave me good experience but all I need now is a place where I can do what I am good at and take complete control of my career, my time, my income, and as a bonus, do something I could wake up excited about each day."

Job Requirements

Those considering applying for this position must be capable of performing the following tasks:

- Communicate with sales team on customer schedules and dispatch loads to carriers accordingly
- Identify and execute on backhaul opportunities
- Provide customers and carriers with answers to questions regarding logistics
- Ask engaging questions to learn existing freight movement
- Engage in continuous prospecting activities including referral generation, networking and other related behaviors designed to build our carrier network
- Work with carriers to maximize their potential and minimize freight rates for our clients
- Evaluate profitability of existing routes
- Build quality professional relationships within the trucking industry
- Maintain and manage records for safety compliant carriers, both new and existing
- Proactively look for ways to improve internal processes, resulting in increased revenue, cost savings or improved client, supplier or carrier satisfaction

Skills & Qualifications

Those considering applying for this position should consider if the following list of skills and qualifications provides a good description of themselves

- Self-motivated, with an intense drive to succeed
- Ability to research and solve problems
- Ability to perform in a high-stress, fast paced environment
- Able to communicate clearly and provide detailed information through multiple channels
- Has a "never give up" attitude
- Ability to work proactively
- Passionate about building sustainable relationships and partnerships
- Able to think creatively, piece together connections to build new routes and opportunities
- High level of Grit and Guts and not afraid of interpersonal conflict
- Strong command and ability to hold others accountable in high-stakes situations

Education & Experience

- Discuss with hiring manager

If interested please send resume to agoldsmith@nbccoproducts.com