

# 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 carrier 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:

- Maximize freight lane opportunities by generating low-cost freight options
- Ask engaging questions to learn existing freight movement at an expedited pace
- Engage in continuous prospecting activities including referral generation, networking and other related behaviors designed to build your professional 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 incoming and existing

## **Skills & Qualifications**

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

- Entrepreneurial drive to succeed
- Able to communicate clearly and provide detailed written and verbal information
- Goal Oriented and a "never give up" attitude
- Ability to work proactively
- Passionate about building sustainable relationships and partnerships
- Can piece together connections to build new routes and opportunities

## **Education & Experience**

Bachelor's degree in Logistics, Operations, Supply Chain or Business preferred with 5 years' experience within agricultural logistics

- More extensive experience may substitute for a college degree

**If interested please send resume to [agoldsmith@nbccoproducts.com](mailto:agoldsmith@nbccoproducts.com)**