

TRANSO is looking for

ACCOUNT EXECUTIVE

Location: Washington, DC or home office

JOB DESCRIPTION:

Full time position for an entry level with some sales experience or for a more experienced account executive in freight forwarding.

work visa/sponsorship is not available

What the position entails:

- Field: Wines & Spirits International Transportation, sea and ocean on the import side (from 15 wine countries),
- Sales visits scheduling (2 weeks a month through the USA),
- Pricing and quotation preparation,
- Looking for new accounts and maintenance of acquired clients supported by our Operations & Customer Service Teams,
- Follow up with visit reports via CRM software.

What we offer:

- Full time position with healthcare benefits,
- Competitive base salary (to be discussed at interview time) plus commissions based on the business brought in,
- 2 week vacation after the first year in the company,
- Great potential growth for hardworking individuals.

IF INTERESTED, please submit your resume to

contact@transowine.com

COMPANY PROFILE :

International Freight Forwarding company specialized in the shipment of Wine & Spirits.

Our company is seeking for a dynamic, enthusiastic and energetic individual for reinforcing our Sales Team

JOB

REQUIREMENTS :

High result orientation and customer focus.

Excellent written and verbal communication skills

Good listener who grasps situations, problem solver.

Team player, able to work in fast paced environment and diverse culture.

Self-organized and detail oriented

Planning, goal setting, prompt execution, self-control, persistence

Flexible, resilient and able to work under tight schedules and deadlines

Business Administration / Commercial background (*preferred, not mandatory*).

Languages (*not mandatory*) : French, Italian (*preferred*), Spanish

Competency with MS Office (*Word, Excel, Outlook*)