

Nu-Way Transportation is a growing Dedicated Service Logistics provider looking for a Sales Representative. We have corporate offices in Bloomington, IL, and are celebrating our 25th anniversary this year. This Sales position would be located in Bloomington, IL.

**Responsibilities:**

- Generate new leads and pursue new customers
- Work alongside Sales team on growth opportunities
- Assist in servicing existing accounts
- Manage existing customers contract renewals
- Prospecting in the form of cold calling
- Complete daily Customer Relationship Management (CRM) tasks
- Complete Request for Proposal (RFP) pricing
- Create and distribute customer reports
- Develop sales material
- General support to the Sales Department

**Requirements:**

- Strong communication and interpersonal skills
- Sales background
- Customer service focus
- Basic administrative skills
- Associates degree or one or more years work experience
- Preferably a transportation background
- Preferably proficient in Excel

**Nu-Way offers the following benefits to our full-time employees:**

- BCBS PPO Medical
- Dental
- Vision Reimbursement
- Matching 401K program
- Flexible Spending Plan
- Paid holidays and vacation

Nu-Way offers a very competitive salary and benefit package, and would be interested in all those who feel they meet the above qualifications