

Start here. Accelerate here.

C.H. Robinson is a recognized leader in third-party logistics. We work with a diverse mix of customers—from Fortune 500 companies to startups—to help get their products to consumers around the globe. The fast pace of the logistics industry translates into a high-energy and collaborative workplace environment. You are empowered to make decisions, help our customers grow, and forge your own career path.

Join the vibrant team of employees worldwide who are accelerating their careers every day at C.H. Robinson.

Our dynamic Accelerator onboarding program will jumpstart your knowledge of C.H. Robinson and our industry, help you excel in our culture, and ensure your proficiency in our systems and processes. You will be immersed in an interactive and highly educational experience that combines classroom and hands-on sales training. After joining a sales team, you will focus your training for six months with a mix of learning activities to make you confident and skilled as you perform your job. You will come out of this experience ready to be a part of the success at C.H. Robinson. We want you to be more than a crucial element to our customers and carriers – we want you to be a high-performing member of our team.

What's the opportunity?

After Accelerator training, you will have the ability to choose your career path in either customer sales or carrier sales. In either sales role with C.H. Robinson, you will have the opportunity to develop, maintain, and grow relationships with our customers or carriers to deliver supply chain and logistics solutions. You will be selling for the industry leader, and you'll be backed by people, process, and technology that are second-to-none. Better yet, you will be provided with the training, tools, and resources needed to consistently win new business. As you start your sales career with C.H. Robinson, you will be in daily contact with a variety of clients, working to build relationships, analyze their business, and assess how a relationship with C.H. Robinson will meet their needs. Through this fast-paced, high-energy role, you will make an impact on the global supply chain every day.

What will you be doing?

- Customer Sales
 - Prospect for new customers and drive new sales opportunities by identifying key decision makers, determining the appropriate approach for each
 - Create solutions based on customer needs utilizing our vast portfolio of services
 - Build strong relationships with customers by staying in constant communication to ensure day to day and long term needs are met
 - Manage customer expectations and provides an excellent customer service experience
 - Ensure customer commitments are met, working with internal teams and executing operational tasks as needed
 - Stay up to date on industry trends and C.H. Robinson best practices to provide solutions that add value and efficiencies within the customer's supply chain

- Carrier Sales
 - Develop carrier relationships in order to effectively support our customers
 - Utilize carrier analytics and other internal resources to make informed buying decisions
 - Maintain and grow relationships with carrier accounts including conducting account reviews and identifying opportunities for additional collaboration
 - Resolve problems, including identifying issues, thinking critically to determine the best course of action, and implementing solutions
 - Daily contact with carriers to determine availability and negotiate transportation rates
 - Provide consistent and exceptional service levels to contracted carriers and internal customers
 - Research new carriers in the marketplace, generate leads, and develop new carrier relationships
 - Understand the technology platform and drive automation
 - Study and understand market trends and seasonality

Benefits:

C.H. Robinson offers a competitive compensation package and excellent benefits including medical, dental, and vision insurance, prescription drug coverage, paid holidays and vacation, disability insurance, life insurance, 401K with company match, profit sharing, Employee Stock Purchase Plan, and the opportunity to prosper in a growing Fortune 500 company.

C.H. Robinson - Affirmative Action Employer/EOE/M/F/Disabled/Veteran

What are we looking for?

- Bachelor's degree
- Passion for sales and client relationships
- Driven, enthusiastic, highly motivated, and results focused
- Strong ability to persuade, motivate, negotiate and influence others
- Ability to thrive under deadlines and work in a team environment, while also delivering independent results
- Excellent communication skills, verbal and written
- Ability to build strong relationships
- Strong prioritization skills, multi-tasking skills and works with a sense of urgency
- Commitment to executional excellence, attention to detail, and outstanding customer service