

Account Manager (Job ID 11684)

[JOB DESCRIPTION SECTION]

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 a 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. The first two weeks of your career will begin at one of our regional training centers where you'll be immersed in an interactive and highly educational experience. You'll then focus on learning at your local office for six months with a mix of activities, including elements to make you confident and skilled as you perform your job. You'll come out of this experience ready to be a part of the success of 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?

Our Account Managers are trusted, strategic partners to companies around the world. This is your chance to align with our customers to meet their supply chain and logistics needs while delivering a wonderful customer experience. As an Account Manager, you'll manage a group of small- to mid-size accounts to build strong, long-term relationships with account leadership. You'll be empowered to manage and grow existing accounts by bringing forth new services, and expanding on existing services offered, with a focus on increasing efficiency, adding value, maximizing profitability through the account's supply chain.

What will you be doing?

- Develop account relationships with contacts at multiple levels within customer organizations
- Identify opportunities to further penetrate accounts by selling C.H. Robinson's diverse service portfolio
- Design solutions and help our customers solve their supply chain challenges through face-to-face interaction with accounts
- Prepare pricing options and receive support from account leadership

- Identify issues, seeking input from others to determine best course of action and implement solutions
- Manage customer expectations through the creation and utilization of account-specific metrics
- Contribute to the development and management of the annual account plan and budget. Provide updates to internal teams in addition to quarterly reviews and making adjustments as needed
- Collaborate on creating business reviews and contribute to or lead customer meetings
- Design and pursue a personal development plan in collaboration with management

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

[QUALIFICATIONS SECTION]

What are we looking for?

- Passion for sales, and a drive to succeed
- Bachelor's degree preferred
- Willingness to travel, as needed
- Ability to build strong customer relationships
- Excellent verbal & written communication skills
- Strong presentation skills
- Attention to detail and strong analytical ability
- Enthusiastic, persistent, and confident approach
- Strong ability to persuade, motivate, and influence others

[APPLICATION INSTRUCTIONS]

Qualified candidates: please apply at <http://www.chrobinson.com/Careers/Details/?jobId=11684> or search "Campus" on the C.H. Robinson careers site.

[JOB CATEGORIES] - Sales/Logistics / Supply Chain/ Sales – Account Management/ Transportation