



Job Summary

Established, Growing Tech Company Looking For Sales Phenom

Lojistic – located in Costa Mesa, CA

Want to work for an established, growing company that's pursuing a compelling, industry disruptive mission, loaded with potential? Orange County Business Journal listed Lojistic as one of the "Best Places to Work" in 2014, 2015, 2016 & 2018. Lojistic is a service-oriented tech platform that helps businesses manage and reduce their shipping costs.

THIS IS A B2B SALES ROLE. We're looking for a sales phenom with industry experience in upselling products/services to support the company's growth by leveraging client relationships. As a Director your primary responsibility will be to identify sales opportunities, present to decision makers, and close business.

Are you a voracious hunter? Does your work ethic inspire those around you? Are you undeniably good at establishing and cultivating relationships with decision makers? If you answered "yes" to all of these questions and are looking to make an immediate impact in a friendly, casual culture, please submit your resume and cover letter demonstrating why you are a good fit for this role.

This is a full time salaried position (sorry, no contractors, vendors, part time or remote employees) at our super rad corporate office (stocked with lots of amenities) across the street from South Coast Plaza. LOCAL CANDIDATES ONLY :)

Got skills? Here's what we're looking for:

- Minimum 2 years of proven track record of sales success
- Minimum 2 years of direct industry (logistics/shipping) experience (i.e. working for a shipping carrier or 3PL)
- Minimum 1 years of upselling sales experience
- Ability to develop and cultivate strong relationships at the C-level
- Ability to correspond and connect with people (via phone, email & in-person) on a professional level
- Highly developed organizational skills demonstrating exceptional attention to details
- Bachelor's degree is important but not required
- Experience using a CRM...familiarity with Salesforce would be awesome
- Smooth as butter communicator (verbal and written)

Compensation, "Benies" & Other Cool Stuff:

Lojistic is consciously committed to happiness and self-progression, encouraging a healthy balance in our daily routines. Come be part of the fun that fuels our team.

- \$65k - \$80k base salary...your safety net!
- Success based commission plan...the sky is the limit!
- 401(K) with company match...cause saving for retirement is the responsible thing to do
- Health and dental benefits...promoting healthy minds, bodies and teeth
- Generous paid time off program...because you deserve it
- Upscale, modern office space (take a look - <https://www.youtube.com/watch?v=KW06CXdY2W8>)
- Company sponsored gym membership...gettin' physical!
- Company sponsored personal development initiative...boost yourself by learning something new
- Endless snacks, drinks, coffee and other break room goodies...no crash n' burnin' here
- Community "greater good" service programs (take a look - <https://youtu.be/L5fnjYuomc>)
- "First Friday" celebrations (take a look - <https://www.youtube.com/watch?v=TLJtZhowiJA>)
- "Mix it up Monday" with a fresh juice or a killer smoothie...who said Monday's aren't awesome?
- Annual holiday event...it's one awesome party with one heck of a crew
- Casual clothing, pleasant moods and good vibes are the norm...shaka-mahalo

Life At Lojistic - Check Us Out:

<http://www.lojistic.com/videos>