ROBERT SMITH

Freight Broker Agent

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To obtain a position as a Freight Broker Agent 5+ Years Clerical/Customer Service Representative. High level of energy and enthusiasm, from the first call to the last. Exceptional telephone personality, able to build rapport with every caller. Independent worker with excellent customer service abilities. Self-Starter.

EXPERIENCE

Freight Broker Agent
G&D Integrated - JULY 2015 – 2021

- Executed negotiations with customers and carriers through prospecting, cold calling, qualifying, and closing deals.
- Sourced carrier capacity for particular lanes dependent upon equipment needed.
- Developed relationships with new carriers and customers through email, phone calls and in person.
- Managed key accounts totaling over $400,000 in revenue opportunities yearly.
- Bid on spot quotes and potential dedicated loads on a daily basis in order to acquire more business for the brokerage department.
- Solved various problems as they arose such as recovering dropped loads and verifying possible alternatives for pickup or delivery options.
- Played a key role in the implementation of new Transportation Management Software.

Freight Broker Agent
Delta Corporation - 2011 – 2015

- Independent freight broker build manage and maintain new and established freight customer accounts.
- Coordinate logistics of all freight moves from shipper to consignee.
- Duties to accomplish successful transportation include but are not limited to carrier qualification, contracting with carriers and customers, rate .
- Small business development including software and networking implementation are my current focus.
- Sales Arranging for freight to be picked up and delivered in a safe and timely manor Dispatching drivers to deliver freight in a safe and timely manor.
- Strong negotiating and organizational skills Complete knowledge of the freight brokerage industry Able to build and maintain business relationship .
- Communicated and collaborated with carriers and suppliers for one of

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the largest 3rd Party Logistics companies in the United States, which offered .

EDUCATION

- BA

SKILLS

Project Management/Estimation, Non CDL Truck Driving, Certified First Aid/CPR Administrator, Mircrosoft Excel, Microsoft Outlook.