



A **DASEKE** COMPANY

## Account Manager Job Advertisement

### Who are we?

At E.W. Wylie we have been around since 1938. We haul specialized equipment and glass. We are a fast-paced company that puts emphasis on teamwork, communication, and respect. If you are looking to join a world-class team, apply today because What Drives You, Drives Us!

### Who are you?

You are a passionate and driven professional interested in representing the company by providing excellent communication with our customers & drivers. You have a knack for finding ways to increase efficiency and you utilize all available resources on hand to get the job done. Developing business relationships with customers and building up pre-existing relationships interests you. You are highly organized and capable of handling large amounts of information with efficiency and accuracy. Coming to work and having new and unique problems to solve excites you. Finally, taking the responsibility of being in a position that is vital to our financial growth and profitability interests you.

### What will you be doing?

- Communicating with customers daily to ensure their needs are recognized and met.
- Communicate regularly with drivers to answer questions, assist with load information, & other needs.
- Conducts consistent analysis of market trends to ensure competitiveness and cost efficiency.
- Cultivating relationships with customers by exceeding expectations
- Work directly with Regional Customer Service Representative & Driver Support Specialist to allocate freight for transport.
- Conduct annual analysis of customer contract rates to ensure accuracy.

### What skills you bring to the table

- Unmatched interpersonal skills with an emphasis on verbal communication and conflict resolution.
- The ability to perform under pressure in a high energy environment.
- Complex problem-solving skills with the ability to think outside the box.
- The desire to maintain an extremely organized team environment.

### Educational Background

- High school diploma or GED equivalent
- Two or four-year degree preferred, not required
- 2+ years of experience in the transportation industry preferred, not required