



Carrier Sales Representative

Job Description

Published: Sep 16, 2026

Expires: Sep 30, 2026

We are seeking a highly organized and detail-oriented Carrier Sales Representative to join our growing team.

The Carrier Sales Representative serves as the primary contact for assigned carriers, negotiates competitive freight rates, supports new business onboarding, coordinates shipments, and collaborates with the Sales and Accounting teams.

Key Duties & Responsibilities

- Building and maintaining relationships with partner carriers
- Proactively looking for opportunities with our partner carriers capacity
- Negotiating rates with carriers to maximize profitability
- Monitoring trends and changes in the industry and educating your sales team about fluctuations that could impact service and/or rates
- Keeping the sales representative and account manager abreast of any issues related to loads you are responsible for
- Notifying the sales representative of any competitor actions that may be drawing our customer's business.
- Dispatching loads
- Proactively identifying potential problems and resolving them before they escalate
- Providing costs for adhoc, contractual and RFP freight
- Work with the sales and/or account management team on any complications with loads you are responsible for
- Writing client-specific SOPs and training backup Carrier Sales
- Representatives to cover you during vacation and/or other time of
- Work with the accounting team to resolve any carrier payment issues related to invoice discrepancies

Desired Qualifications, Experience & Skills

- At least 5 subjects CXC including Mathematics and English
- Previous experience in carrier sales, freight brokerage, logistics coordination, dispatching, or transportation operations would be an asset
- Computer literate with capability in email, MS office and communication tools
- Strong clerical and administrative abilities, including proficiency in managing documents, spreadsheets, and databases
- Must be flexible and able to work AM , PM shift or Overnight
- Ability to work in a fast-paced environment
- Meticulous attention to detail
- Demonstrates professionalism, positive attitude, and exceptional telephone etiquette.

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Shifts

- Shift 1 8:00AM- 5:00PM
- Shift 2 4:00pm- 1:00AM
- Shift 3 12:00AM- 9:00AM

2 Days Off weekly

Work Location

- 2–3 weeks of in office training.
- Work from home after in office training.

Remuneration and Benefits

- Competitive Starting Salary
- Paid Vacation Days
- Paid Personal Days
- Life and Health Insurance

HOW TO APPLY:

Interested candidates are invited to submit their CV/Resume along with a cover letter to **jobs@kapglobalinc.com**.

We thank all applicants for their interest; however, only shortlisted candidates will be contacted.