

Job Posting: Outside Sales Representative

To Inquire, please contact:

MatchBack Systems Inc.

2701 Larsen Road, Suite 140

Green Bay, WI 54303

+1 920 321 5900

Mbsi_careers@matchbacksystems.com

<http://matchbacksystems.com>

[*No recruiters please](#)

MatchBack Systems Inc. is a Software as a Service (SaaS) provider with an innovative approach to managing container costs by automating and simplifying street-turns. This automation is driving a paradigm shift in the supply chain for importers, exporters, ocean carriers, truckers and third-party logistics providers. MatchBack Systems has been recognized for reshaping the intermodal industry with its neutral platform that electronically determines the most cost effective street-turns within a company as well as through collaboration with our MatchMarketplace customers. Our container matching solutions deliver results quickly to improve efficiencies, reduce costs and eliminate emissions.

Job Title: Outside Sales Representative

Department: Commercial Development

Reporting to: SVP Commercial Development

Job Description: We are looking for a motivated self-starter who has prior ocean and/or intermodal sales experience to develop and grow revenue in assigned territory. Candidate must have high energy, strong presentation and demo skills, be willing to travel throughout the agreed upon territory and at times beyond, develop lead generation and have existing deep network of contacts in the industry.

Skills Required: Strong interpersonal, written and business development skills are required. Excel, Word and Powerpoint skills are a must. Candidate must be a strategic thinker for business planning purposes as well as have a tactical mindset to carry out daily tasks.

Education: Bachelor Degree Preferred

Experience: Minimum of 5 years prior sales experience required. Prior new territory development experience a plus.