



THE ONE CRITICAL QUALIFICATION FOR THIS POSITION IS HAVING MORE THAN ONE.

Velocity Express is looking for a few good multi-taskers. To qualify for the position of **"V-Flyer"** (a.k.a. VP, Supply Chain Solutions) you must be a proven salesperson with a willingness to work hard and play well in a collaborative culture. If you're confident in your ability to learn quickly, communicate clearly, and embrace an entrepreneurial challenge, then you just might be the one who can do it all .

Candidates for this position must hold a Bachelor's degree or equivalent, have five or more years' experience in direct sales, and demonstrate strong written and verbal communications skills.

Job Responsibilities

- Cultivating and contacting prospects.
- Developing new markets and expanding share of market with new accounts.
- Engineering sales strategies that will produce maximum market penetration.
- Creating and implementing strategies and action plans to improve short- and long-term sales and margins.
- Coordinating sales opportunities with supervisor and between departments as needed to achieve sales.
- Promoting company branding, market position and knowledge of competitors.
- Communicating and demonstrating expertise in company service offerings.

Required Skills

- Ability to use sales management software.
- Ability to demonstrate proprietary package tracking technology and customer reporting tools.
- Ability to effectively present information to prospects and management
- Ability to apply concepts such as fractions, percentages, ratios, and proportions to practical situations related to sales activities.

What Velocity Express Delivers

Velocity Express is committed to providing its people with a positive working environment, opportunities to grow and evolve within the company, and a full complement of employee benefits, including:

- Competitive Salary • 401k Plan • Medical and Dental Coverage • Vision Insurance Life Insurance
- Supplemental Life Insurance • Buy-up • Flexible Spending Account • Legal Plan

Contact:

Kay Perry Durbin

EVP Workforce Resources

Velocity Express, Inc.

2600 Southwest Freeway, Ste. 300
Houston, Texas 77098

Tel: 713-346-9222

Fax: 713-346-9285

kay.durbin@velocityexp.com

