JOB OPENING

Job Title: Sales Trainee

Department: Service Centers Sales – Carlisle, PA (HAR); Dracut, MA (BOS); Charlotte, NC (CLT); West Valley City, UT (SLC); Montebello, CA (LAS); Bloomington, CA (RTO)

Job Summary:
Old Dominion is currently recruiting a Sales Trainee. This person will receive hands on training on all operational processes and services in order to sell and market OD’s full portfolio. Once hands-on training is competed in each area the trainee will assume role in a Sales Department within the Selected Region. The trainee also completes assignments such as completing knowledge indicators, writing papers, viewing management videos, recommending improvements on Sales procedures.

Sales Representative Job Responsibilities:
• Trainee will complete on the job training knowledge and production exercises within the service center.
• Trainee will read the Corporate Personnel and Sales Manual and complete a matrix.
• Attend training sessions and meetings as required.
• Writes and submits monthly activity reports.
• Works in AS400 to monitor revenue levels and account activity.
• Works in Bi Warehouse to monitor revenue levels and account activity.
• Conducts sales interviews skillfully with the objective of obtaining business.
• Cultivates good relationships with decision makers in regards to traffic decisions.
• Have the ability to learn and implement a twenty day planner into the sales process.
• The ability to coordinate the customer’s needs with OD’s services.
• Maintain and increase business levels in a given geographical territory.

Qualifications:
• Education: College degree Preferred
• FOR APPLICANTS WHO WILL BE REQUIRED TO OPERATE LICENSED COMPANY EQUIPMENT: No more than (4) moving motor vehicle violations or chargeable accidents, or combination thereof, within (3) years preceding the date of application with no more than (2) moving motor violations in the (12) months preceding the date of application.
• Applicant will not be considered for employment if applicant has been convicted of driving under the influence of alcohol (DWI, DUI, DWAI) within (4) years preceding the date of application.

Travel Required:
25%. The trainee may travel to various service centers to observe different sales environments. Must be open to relocation when trainee program is completed.

HOW TO APPLY:
Carefully review the qualifications for the job prior to applying to be sure you meet those requirements.
Apply via email to TrainingDevelopment@odfl.com
For other opportunities available to Old Dominion go to www.odfl.com/Careers/.

Old Dominion Freight Line, Inc. is an equal opportunity employer. All qualified applicants will receive consideration for employment without regard to race, religion, color, sex, sexual orientation, gender identity, national origin, age, status as protected veteran, among other things, or status as a qualified individual with disability.