

J&J Motor Service

The Original Trade Show Carrier



J&J Motor Service is a full-service transportation company offering specialized freight services and time-definite pick-ups and deliveries to the trade show industry. With more than 90 years of industry experience, we are the original trade show carrier. J&J Motor Service has an outstanding reputation and a team that stands above the rest with our professional experience and focus on customer service. Family owned and operated, we offer competitive rates and guarantee our work. Our terminal and 125,000 square foot warehouse are centrally located at 2338 South Indiana Avenue in Chicago, Illinois. Just steps from McCormick Place we are located in the heart of Chicago's event and trade show industry but travel throughout the country and Canada exceeding the expectations of our clients.

We are seeking an enthusiastic, commissioned Account Executive whose overall role it will be to solicit, maintain, grow and manage new accounts. Specific primary responsibilities will be to define and achieve sales goals; develop and implement the complete sales process including, but not limited to, prospecting, lead development, preparation of the proposal. Make constant and persuasive cold calls to potential clients. Secondary responsibilities vary per our needs internally, and the requirements of our customers.

This position will require an understanding and familiarity with the transportation of high value freight for trade shows, conventions and special events and various types of freight equipment; An ability to work in a high pressured, fast paced environment; Experience in consultative, high value selling and sales process. Excellent organization, planning and scheduling skills; Excellent communication, interpersonal, customer relations and analytical skills; Excellent customer service skills and effective sales strategies.

We offer a competitive compensation and benefits package, including rewarding sales commissions, a 401K plan, a pension and profit sharing plan, employer paid health, dental and life insurance. Please email resume, references and salary history to Joe Florence at joe.florence@jjmotor.com. All inquiries kept confidential.



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