

Title: Trainee Account Manager

City / Country: Wrocław, Poland

Wake up each day knowing that you are a part of something special. Something real. Something bold. What you do can make a difference.

Coyote Logistics is a US-owned company which has an established reputation in the European road freight market. We have been trading since 2006 and are growing fast!

It all starts with our people.

Are you looking for a place where you will have a role in shaping an industry?

As a Trainee Account Manager at Coyote Logistics, you will focus on the fast-paced brokerage aspect of our business, helping customers move their inventory in the most cost-effective way by identifying and providing logistics solutions. As you start your sales career with Coyote Logistics, you will create and manage your individual portfolio of accounts through constant communication with carriers. These conversations include, but are not limited to, determining carrier availability, negotiating rates based on market trends, and identifying and resolving issues. Additional business is generated through inside sales by way of industry referrals and prospecting while upholding Coyote Logistics No Excuses® commitment to service.

Skills, Characteristics, and Experience

- Strong work ethic, self-motivation, and sales drive
- Effective communication
- Confident decision-making skills
- Strong ability to negotiate
- Customer service or sales experience preferred
- Enthusiasm and high energy
- Must be fluent in English – other European languages are a plus!

Why Coyote?

- On-site training and ongoing career development
- Base salary and uncapped commission opportunity
- Comprehensive benefits package
- Group life insurance and private healthcare
- Sports Club Membership – Multisport
- Company parties
- Casual Dress
- Internal advancement opportunities for outstanding performers