



Corporate Account Executive

CEVA Logistics – Portland, OR

To be considered for this position, please apply online at [Corporate Account Executive - Portland OR \(44689\)](#)

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**CEVA** Logistics, one of the world's leading non-asset based supply-chain management companies, designs and implements industry leading solutions for large and medium-size national and multinational companies. Approximately 44,000 employees in more than 160 countries are dedicated to delivering effective and robust supply-chain solutions across a variety of sectors where CEVA applies its operational expertise to provide best-in-class services across its integrated network.

**CEVA** offers competitive incentive packages, exceptional benefits and an exceptional culture for career building. Start your career with **CEVA** and build on our Foundations: Unity, Growth and Excellence. CEVA people are passionate about supply chain management.

The level of role depends on candidate background, education, and experience:

Corporate Account Executive I (A5)

Corporate Account Executive II (A6)

Sr Account Executive (A7)

**Job Summary:**

CEVA Logistics is currently hiring a Corporate Account Executive in Portland, OR. The Corporate Account Executive will be responsible for generating profitable revenue growth through marketing all products and services within a defined geographic territory.

**In this role, the Corporate Account Executive will:**

1. Retain and grow revenue with existing customers
2. Identify and develop new business opportunities.

**Summary of Key Responsibilities:**

- Develop and maintain functional knowledge of the products, services and operations offered by CEVA and actively participate in product training sessions.
- Interact regularly with Station Manager and Ops Managers, and develop close and cooperative working relationship with operational staff to ensure the customer's needs are met
- Schedule and conduct a pre-determined number of face-to-face sales calls as directed by the Regional Sales Manager or Station Manager
- Input sales call information into CEVA-I, or other designated sales call software provided by the company and/or provide sales reports as directed by Regional Sales Manager or Station Manager
- Maintain a pre-determined number of target accounts and demonstrate active attention to those accounts and progress toward closing
- Meet sales threshold/quota as defined by company
- Work cooperatively with other sales and operational staff to support a team-selling environment
- Perform responsibilities in accordance with the terms of the Sales Performance Policy, Commission Model, and Acknowledgement Form

**Education, Experience, and Certifications:**

- High School Degree or GED required with a Bachelor's Degree preferred; or equivalent combination of work experience and education
- Minimum five (5) years' related in sales
- Minimum three (3) years' industry experience

**Additional Skills and Experience that Contribute to Success:**

- Proven track record in generating profitable revenue growth and retaining existing customers
- Ability to communicate and interact effectively with multi-functional and diverse backgrounds
- Ability to speak effectively before groups of customers or employees and recommend solutions to common problems
- Must be able to read, write and speak English fluently

**Certifications and Licenses:**

- Valid state issued driver's license
- Acceptable driving record
- Proof of current automobile insurance

CEVA operates in a multicultural, global environment and is a richly diverse organization operating seamlessly as one company. We aim to attract, motivate and retain the best people in our industry, whatever their background. We share the same passion to deliver world-class solutions to our customers. We have the best supply chain professionals in the industry and develop this talent in an inspiring work environment. CEVA Logistics is proud to be an equal opportunity work place and an affirmative action employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, gender, gender identity or expression, sexual orientation, national origin, genetics, disability, age, veteran status or any other characteristic. We are an Equal Opportunity Employer of Minorities, Females, Protected Veterans, and Individual with Disabilities.