C.H. Robinson

Our Mission Statement
Our people, processes, and technology improve the world’s transportation and supply chains, delivering exceptional value to our customers and suppliers.

Our Vision
Accelerating commerce through the world’s most powerful supply chain platform.

We’re the original 3PL
Founded in 1905, C.H. Robinson is one of the world’s largest third party logistics (3PL) providers, with 2016 gross revenues of $13.1 billion. We provide freight transportation and logistics, outsource solutions, produce sourcing, and information services to over 113,000 customers worldwide. To meet our customers’ freight needs, we provide access to over 107,000 transportation providers worldwide, including contract motor carriers, railroads, air freight carriers, and ocean carriers. With the service and dedication of more than 14,000 employees, our performance-driven culture, and our proven track record of success, we've built a strong reputation as an industry leader.

Why work at C.H. Robinson?
Every day, the world as we know it is changing -- shifts in trade patterns, consumer behavior and the economy have tremendous impact on global supply chains. Our customers choose us because we have a brand fueled by more than 14,000 employees with intense entrepreneurial drives. We are passionate, innovative, and competitive. We are helping to shape the future of third-party logistics.

Our employees work on nearly every continent, building careers and lives and relationships across North America, South America, Europe, Asia, and Australia. Our network of offices, led by managers who have been promoted from within the company, are a major competitive advantage. We serve our customers and contract carriers locally, nationally, and globally via this unrivaled worldwide and virtual network of employees and offices.

For the past century, we've successfully carried out our goals as an employer and a financially lucrative business because we have been solely focused on one mission: meeting the needs of our customers, contract carriers, and suppliers.

With dozens of services and areas of expertise, it’s likely we have just the position you’ve been wanting. So start your search today. Read about our culture. Explore our job postings. Watch our videos. You’ll quickly discover that at C.H. Robinson, we’re offering you more than a job: our teams offer a truly unique way to accelerate your professional experience and leadership through every stage of your career.

To learn more about our career opportunities visit www.chrobinson.com/careers
or contact Yenni.Li@chrobinson.com.
Carrier Sales Representative (Entry Level)

What's the opportunity?
If you want to make an impact on how consumer goods, products, and food travel around the world on a daily basis, the Carrier Sales Representative role is for you! As a Carrier Sales Representative, you will be developing, maintaining, and growing relationships between carriers and C.H. Robinson. You will utilize carrier analytics and other tools to guide negotiations and buying decisions. This role combines sales, account management, and operations management to meet the transportation needs of our customers. Through this fast-paced, high-energy role you’ll make an impact on the global supply chain every day.

Our dynamic ACCELERATOR onboarding program will jumpstart your knowledge of C.H. Robinson and our industry, help you excel in our culture, and ensure your proficiency in our systems and processes. The first two weeks of your career will begin at our global headquarters in Minneapolis, where you’ll be immersed in an interactive and highly educational experience. You’ll then focus on learning at your local office for six months with a mix of activities, including elements to make you confident and skilled as you perform your job. You’ll come out of this experience ready to be a part of the success of C.H. Robinson. We want you to be more than a crucial element to our customers and carriers – we want you to be a high-performing member of our team.

What will you be doing?
- Develop carrier relationships in order to effectively support our customers
- Utilize carrier analytics and other internal resources to make informed buying decisions
- Maintain and grow relationships with carrier accounts including conducting account reviews and identifying opportunities for additional collaboration
- Resolve problems, including identifying issues, thinking critically to determine the best course of action, and implementing solutions
- Daily contact with carriers to determine availability and negotiate transportation rates
- Provide consistent and exceptional service levels to contracted carriers and internal customers
- Research new carriers in the marketplace, generate leads, and develop new carrier relationships
- Understand the technology platform and drive automation
- Study and understand market trends and seasonality

What are we looking for?
- Bachelor's degree preferred
- Strong ability to persuade, motivate, negotiate, and influence others
- Ability to thrive under deadlines and work in a team environment, while also delivering independent results
- Excellent communication skills, verbal and written
- Driven, enthusiastic, and highly motivated
- Ability to build strong relationships
- Strong prioritization skills, multi-tasking skills, and works with a sense of urgency
- High attention to detail and ability to multitask

Watch this video on how Carrier Reps Move the World

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Sales Executive (Entry Level)

What's the opportunity?
As a Sales Executive, you will be selling for the industry leader, backed by people, processes, and technology that are second to none. You will initiate customer relationships and close business utilizing our proven sales process, from prospecting through implementation. You will continue to cultivate customer relationships as you strive to meet their ongoing logistics needs through daily management of accounts. This role focused on both winning new business, as well as growing existing customer relationships. Our Sales Executives are driven to succeed, thrive in a fast-paced environment, and love a good challenge.

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What will you be doing?
- Prospect for new customers and drive new sales opportunities by identifying key decision makers, determining the appropriate approach for each
- Create solutions based on customer needs utilizing our vast portfolio of services
- Build strong relationships with customers by staying in constant communication to ensure day to day and long term needs are met
- Manage customer expectations and provides an excellent customer service experience
- Ensure customer commitments are met, working with internal teams and executing operational tasks as needed
- Stay up to date on industry trends and C.H. Robinson best practices to provide solutions that add value and efficiencies within the customer’s supply chain

What are we looking for?
- Bachelor’s degree preferred
- Passion for sales and customer relationships
- Driven, enthusiastic, highly motivated, and results focused
- Ability to work in a team environment, while also delivering independent results
- Strong communication skills, including persuasion and negotiation
- Commitment to executional excellence and outstanding customer service
- Excellent time management skills; capable to manage and prioritize work and customers

Watch this video to Go Further In Your Sales Career

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Account Manager (Entry Level)

What’s the opportunity?
Our Account Managers are trusted, strategic partners to companies around the world. This is your chance to align with our customers to meet their supply chain and logistics needs, adding value as a trusted logistics advisor. You will manage a group of existing accounts to build strong, long-term relationships with key contacts. You’ll be empowered to manage and grow existing accounts by bringing forth new services, and expanding on existing services offered, with a focus on increasing efficiency, adding value, maximizing profitability through the account’s supply chain.

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What will you be doing?
- Serve as primary point of contact for customers and develop account relationships at multiple levels within organizations
- Identify opportunities to further penetrate accounts by selling C.H. Robinson’s diverse portfolio of services
- Design solutions and help our customers solve their supply chain challenges
- Stay informed of changes in the customer’s business and use that information to identify new opportunities
- Oversees successful completion of day to day commitments
- Uses internal tools and resources to develop pricing strategies
- Identify issues and consult with the customer to determine best course of action and implement solutions
- Manage customer expectations through the creation and utilization of metrics
- Collaborate on creating business reviews and contribute to or lead customer meetings

What are we looking for?
- Bachelor’s degree or equivalent experience required
- Passion for sales, and a drive to succeed
- Ability to build strong customer relationships
- Strong ability to persuade, motivate, and influence others
- Excellent verbal, written, and presentation skills
- Attention to detail and strong analytical ability
- Enthusiastic, persistent, and confident approach
- Willingness to travel, as needed

Watch this video to Find Your Place as an Account Manager

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Internship

What’s the opportunity?
Our internship is more than a learning experience; it’s an opportunity to make an impact at a Fortune 500 global company. You’ll help some of the world’s most prominent companies move their products around the globe. The world of logistics is ever changing and you’ll be in the middle of the action, gaining business experience that will benefit you for a lifetime.
Sales, Account Management, Operations, and Carrier Management interns are integrated into our teams, giving you the opportunity to learn global freight services and help shippers and carriers optimize supply chains.

What will you be doing?
You’ll be exposed to multiple facets of the logistics and transportation industry, such as:

• Sales and negotiation techniques
• Building customer relationships
• Operations management
• Transportation information systems
To highlight your creativity and expand internal relationships you’ll also participate in a team project and competition with other interns across North America to solve a business-related challenge. At the end of your internship, you’ll present your solution to senior business leaders, with the top-rated projects earning special recognition.

What are we looking for?

• Undergraduate education at a Junior or Senior level (pursuing a business, sales, logistics, supply chain, communications, or related major is a plus)
• Excellent communication skills, verbal and written
• Ability to thrive in a deadline-driven, team environment, while also delivering independent results
• Relationship-building skills
• Driven, enthusiastic, and highly motivated
• High attention to detail and ability to multitask

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