

United States Postal Service

External Publication for Job Posting 80841241

If this job requires qualification on an examination, the number of applicants who will be invited to take or retake the examination may be limited.

Branch

Sales

Job Posting Period

11/26/2014 - 12/03/2014

Job Title

SALES EXECUTIVE SR (SHIPPING)

Facility Location

NEVADA SIERRA DISTRICT
1001 E SUNSET RD RM 2004
LAS VEGAS, NV 89199-1000

Position Information

TITLE: SALES EXECUTIVE SR (SHIPPING)

GRADE: EAS - 23

FLSA DESIGNATION: Exempt

OCCUPATION CODE: 2370-0389

NON-SCHEDULED DAYS: Saturday/Sunday

HOURS: 08:00 A.M. to 05:00 P.M.

SALARY RANGE: 60.446,00 - 104.281,00 USD Annually

FINANCE NUMBER: 314879

BENEFIT INFORMATION: The salary will be based on previous experience, salary history, and current postal pay policies. We offer excellent benefits including health and life insurance, retirement plan, savings/investment plan with employer contribution, flexible spending, flextime scheduling of core work hours, annual and sick leave.

Background Check

The Inspection Service criminal background check is conducted using United States information resources only (e.g., FBI fingerprint check, state and county checks). A criminal background check involves a 10-year inquiry for any location where the individual has resided, worked or gone to school within the United States or its territories. As a result of this limitation, the criminal background checks of individuals who have not resided in the United States or its territories for the preceding 5-years may not be considered complete. The Inspection Service may be able to process inquiries for U.S. Citizens only, but only if their time spent out of the country was spent as: a trailing spouse or dependent of someone working for the U.S. government (military or civilian), a missionary, a student attending school in a foreign country, a Peace Corps participant, or as an employee of a U.S.-based employer/company. If the Inspection Service is unable to perform a complete background check because of residency outside the United States, such individuals will be ineligible for Postal employment.

Functional Purpose

With minimal oversight, achieves goals based on pricing agreement commitments and concludes pricing agreements using a solution based model, including company research and needs identification to maximize pricing agreement opportunities and enhance use and retention of existing agreements. Defines and executes on plans to increase revenue and growth from

pricing agreements. Uses appropriate resources in closing pricing agreements. Manages the interface and integration process for pricing agreement negotiations and pricing agreements.

DUTIES AND RESPONSIBILITIES

1. Develops opportunity teams, pricing agreements, pricing and operational plans for new pricing agreements and achieves goals based on the use of pricing agreements within the assigned geographic territory.
2. Assists in identifying, developing, and executing opportunities for shipping products pricing agreements and communicates revenue growth to managers and business units.
3. Defines and executes shipping products pricing agreement plans and provides support, advice and assistance in the development of customer solutions customized to specific business needs, addresses issues dealing with decentralization decision making and multiple mailing centers.
4. Commits the organization to pricing agreements.
5. Develops shipping product pricing agreement presentations for existing or potential business clients.
6. Uses market intelligence and product strategies to identify customer opportunities within an assigned territory; shares success for replication.
7. Reports on progress to commitments and goals; identifies issues and solutions to enhancing revenue and market growth.
8. Develops and presents cost benefit analysis of client specific business advantages to using postal shipping products and services and provides feedback to managers and business units on emerging business opportunities.
9. Develops effective working relationships with business customers to ensure optimum cooperation, communication and coordination of opportunities to maximize potential new business revenue from pricing agreements.

SUPERVISION

Mgr. Shipping and Mailing Solutions (District)

The United States Postal Service has the following excellent and challenging employment opportunity for highly motivated and innovative individuals. Successful candidates must demonstrate through a combination of education, training, and experience the following requirements:

Requirements

1. Possession of or ability to obtain a valid state driver's license to operate a motor vehicle.
2. Demonstrated experience using commercial business-to-business sales techniques and activities, including sales forecasting and planning, pricing strategy development, contribution margin management, effective negotiations, and contract development and close.
3. Demonstrated experience in achieving revenue objectives and business growth expectations for small, medium, and large customers in a commercial business-to-business sales territory with little or no direct supervision.
4. Knowledge of pricing agreement and sales strategies and shipping services at a level sufficient to develop pricing and contract strategies that drive the achievement of revenue goals.
5. Ability to develop and deliver communications, both oral and written, including complex proposals, presentations and reports to all levels of customer and USPS stakeholders and Business Units.
6. Ability to develop, track and report on key performance indicators relating to successfully meeting commitments, goals and objectives.
7. Ability to work collaboratively across USPS and customer organizations to enhance customer experience and retention, share expertise and knowledge, and maximize revenue across all sales territories.

For information please contact Cyril Johnson at talent@usps.gov

This is a two-step application process requiring you to create a profile and submit an application for the position you are applying for.

You will receive two email confirmations:

1. An email confirming your profile is complete.
2. After submitting your application you will receive a second email confirming your application has been successfully submitted.

Qualified applicants must successfully pass a pre-employment drug screening to meet the U.S. Postal Service's requirement to be drug free. Applicants must also be a U.S. citizen or have permanent resident alien status.

IMPORTANT INFORMATION:

Applications must be submitted by 11:59 p.m., Central Time, of the posting's closing date. Applicants claiming veterans' preference must attach a copy of member copy 4 (only) of Certificate of Release or Discharge from Active Duty (DD Form 214) or other proof of eligibility if claiming 10-point veterans' preference. The United States Postal Service (USPS) is an equal opportunity employer. The USPS provides reasonable accommodation for any part of the application, interview, and/or selection process, please make your request to the examiner, selecting official or local manager of Human Resources. This request can also be made by someone on your behalf. Explain the nature of your limitations and the accommodation needed. The decision on granting reasonable accommodation will be on a case-by-case basis.

The Fair Chance to Compete for Jobs Act of 2019 (Fair Chance Act) prohibits the Postal Service from inquiring into the criminal history of applicants before a conditional offer of employment has been made and sets out penalties for individual employees who violate the law. An applicant who feels their rights under this federal law have been violated has 30 days from the date of the alleged violation to file a complaint with the Postal Service at FairChanceActSupport@usps.gov. Further information can be found at www.usps.com.

SPECIAL NOTE: Current career Postal Service employees are ineligible to apply to this posting.