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**Position:** **TRANSPORTATION LOGISTICS INTERNSHIP**

**Location:**

**Company Description:** Founded in 1905, C.H. Robinson Worldwide, Inc., a Fortune 500 company, is a multi-dimensional company headquartered in Minneapolis, MN with 5,700 employees in over 196 branches worldwide. CHRW is the largest provider of third party transportation logistics services in North America. In addition, CHRW is the world's largest trader of fresh fruits and vegetables. CHRW is one of the few US based third-party logistics providers with the capability to arrange and manage transportation using all modes, on a worldwide basis. The culture at CHR is driven by the people. We promote an atmosphere rich in entrepreneurial spirit, where people take the opportunity to be creative, share ideas, and have ownership in CHR, their careers, and the future.

**Position Description:** As an intern, you will get exposure to:

- Sales and purchasing
- Financial management and account receivables
- Logistic management and transport economics from a 3rd -party prospective
- Carrier management
- Distribution patterns, Tracking and tracing
- Logistic information systems

We are looking for current UNDERGRADUATES at a Junior or Senior Level. Individuals pursuing a Business, Logistics, Supply-Chain, Communications or related major is a plus.

We offer a competitive hourly rate

**Requirements:**

- Full-time student
- Strong communication/negotiation skills
- Competitive personality
- Enthusiastic, dedicated to the challenge of helping other people
- Self-motivated and well-rounded

**To apply:** [www.chrwjobs.com](http://www.chrwjobs.com)

C.H. Robinson Worldwide, Inc. is an Equal Opportunity Employer.

## Company Description

At C. H. Robinson Worldwide, Inc. we have roots that run deep and far. CHRW got its start in 1905 as a small produce broker. Today we are a Fortune 500 company headquartered in Minneapolis, MN with 5,700 employees in over 200 branches worldwide. CHRW is North America's largest third party logistics (3PL) company, as well as the world's largest marketer of fresh fruits and vegetables, with operations in the United States, Canada, Mexico, South America, Europe, and Asia. C.H. Robinson's unique corporate culture continues to lead and define the logistics industry. With gross revenues over \$5.7 billion and an annual growth rate exceeding 15% per year, we recognize that success is based on innovation. Over our 100-year history, we've developed strong relationships with customers and carriers across the globe. Our strength lives in all of our people, who have extended our tradition of service and integrity to companies in every location and situation, and who take pride in making us one of the most resilient resources in the transportation industry. The energy that resonates from our office is electric. We stride confidently forward in our quest to effect positive change, develop innovative technology and provide exceptional services.

Equal Opportunity Employer  
C.H. Robinson Worldwide, Inc. EOE

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## Position Description

If you want to be part of an integral and progressive industry, consider an ENTRY-LEVEL position on our Transportation Sales Team. You will first become a transportation and logistics expert. This means learning the ins-and-outs of the industry from the experts, your team members. Armed with the ability to help businesses of all sizes to improve the efficiency and cost of transportation, you'll be securing new business and helping existing clients expand the use of our services. But there's more to this job than selling - much more. You'll be making it happen too! Using our extensive base of carrier services you will put together a plan for each client. This requires figuring out the best way to solve your clients' tough supply chain problems and then negotiating the best deals with one of over 35,000 carriers under contract with CHRW. You will then implement your solution, and handle the day-to-day challenges that are presented in the transportation industry.

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## Responsibilities

The responsibilities for this position include:  
- Manage shipper and carrier relationships

- Negotiate rates
  - Source carriers
  - Generate business leads
  - Track load status
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#### Required Qualifications

The required qualifications for this position include:

- Effective communication skills
  - Strong customer service skills
  - Attention to detail and accuracy
  - Ability to multi-task
  - Team oriented
  - Decision making skills
  - Problem solving and analytical skills
  - Growth and sales oriented
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#### Preferred Qualifications

The preferred qualifications for this position include:

- Bachelors degree or equivalent industry experience.
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#### Benefits

We offer excellent benefits including medical, dental, and vision insurance, prescription drug coverage, paid holidays and vacation, disability insurance, life insurance, 401K with company match, profit sharing, Employee Stock Purchase Plan, and the opportunity to prosper in a growing Fortune 500 company.