



WANTED

Independent Transportation Sales and Business Owners

Exel Transportation (ET), part of the SUPPLY CHAIN division of Deutsche Post DHL, is the leading logistics provider in the Americas. ET has combined transportation revenue spend of \$1.6 billion.

If you are an experienced transportation sales agent or asset-based trucking company with a current book of business then we want to work with you. Exel Transportation IBO's (Independent Business Owners) enjoy the entrepreneurial freedom as an independent contractor, while supported by a growing industry leader and the Exel brand. Grow your business with the financial strength and stability of Exel Transportation!

What does it mean to be a Sales Agent/Independent Business Owner with Exel Transportation?

- **Unlimited Potential** –
 - Unlimited earning potential – no caps on commission earnings
 - Fast pay commissions – weekly direct deposits
 - No sales territories or other geographic restrictions
 - Sell for a company that has the most diverse portfolio across multiple modes (i.e. TL, LTL, Intermodal, Rail)
- **Unparalleled Support** – Work for yourself, but not by yourself
 - Superior technology, training and administrative resources
 - Complete back-office support:
 - Full-time training and transition staff – ensuring a simple and quick start-up. TMS system at no cost.
 - RFI, RFP, RFQ Support – Solution design teams offer best-in-class support
- **Endless Rewards** – Performance achievements deserve rewards only Exel offers
 - Sales incentives – earn additional cash incentives throughout the year

What does it take to be a part of Exel Transportation?

- Established Customer base (credit pre-approved by Exel Transportation).
- Willingness to follow Exel Transportation policies and procedures and support the integrity of Exel Transportation.
- 3-5 years of knowledge and experience within the transportation industry and freight brokerage business.
- Office with a minimum of a fax, telephone and high speed internet access

We are committed to our IBO's success. To learn more, visit our website:

http://www.exel.com/exel/ets_agent_center.jsp