



## **Opportunity For Already Established Brokers and Agents Wanting To Grow**

Exel Transportation (ET), part of the SUPPLY CHAIN division of Deutsche Post DHL, is the leading mode neutral logistics provider in the Americas. The ET Independent Agent model assures you achieve increased revenue, solid support with capacity and rates, and growth.

If you are an experienced transportation sales person or agent with an existing book of business, ET has the offer the strongest support around capacity and pricing with LTL, TL, and Intermodal. Dedicated TL, LTL, Intermodal, & International mode support teams are dedicated to you and your continued success and growth..

ET Independent Business Owners enjoy the entrepreneurial freedom as an independent contractor, while supported by a growing industry leader and the Exel brand – a mode neutral provider.

### **What does it mean to be a Sales Agent or Independent Operating Office with Exel Transportation?**

- Unlimited earnings potential – no caps on commission earnings
- Fast pay commissions – weekly direct deposits
- No sales territories or other geographic restrictions
- Rapid pay to carriers and providers – one of the best in industry
- 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 startup
- TMS available 24-7 at no cost. Offering Dispatch History, PC Miler, Large Carrier Base, All Equipment Types, External and Exclusive Internal Load Matching/Load Posting/Carrier Capacity. External tools are integrated-into TMS (GPSNet/Sylectus; Transcore, ITS, and more)
- RFI, RFP, RFQ Support – Solution design teams offer best-in-class support
- Ability to conduct bid events with providers
- Proven support for LTL, TL, Intermodal and International. Strong presence in US, Canada, and Mexico
- Marketing support and materials
- Carrier Compliance department
- Weekly settlements – ACH Direct Deposit
- Billing & Collections Team - Customer credit checks and more

**What does it take to be a part of Exel Transportation?** Established customer base or existing business model designed to deliver innovative solutions to your customer, desire to ally with a supply chain leader, comfortable with a proven commissioned model, and 3-5 years of knowledge and experience within the transportation industry. Desire to win more business and offer multiple mode solutions. Desire to be supported by and be a part of a financially stable multinational leader in 3PL.

Operating and Sales Agents (having an existing book of business) may confidentially contact:

[hugh.mcclendon@exeltransportation.com](mailto:hugh.mcclendon@exeltransportation.com)

972-836-8770