

How To Leverage Your Skills To Become a Freight Agent

GlobalTranz provides the support necessary for a career with limitless income potential and maximum flexibility.

Have you ever thought about growing a business as a logistics freight agent with a successful third-party logistics (3PL) company? It's a great way to pave your own career path, while enjoying flexibility, limitless income, financial backing, and administrative and technical support.

Being a freight broker isn't for everyone. It takes specific skill sets to be successful in the shipping industry. That's why GlobalTranz has created a guide on how to be a [successful freight agent](#). Below, we have listed some common agent tasks and the personal attributes you will need to accomplish each.



Build relationships with clients and carriers.

Strong interpersonal and communication skills. High emotional intelligence. Good listener. Extensive industry knowledge. Quick follow-through. Strong negotiating skills.



Manage sales team and support staff.

Good leader. Strong interpersonal and communication skills. High emotional intelligence. Good listener. Respectful. Understanding. Adaptable. Team player. Personable. Appreciative. Gracious.



Develop logistics strategies and problem-solve issues.

Forward-thinking. Extensive industry knowledge. Keen attention to detail. Strong numerical and analytical skills. Confident decision-maker.



Freight bookings and sales.

Extensive industry knowledge. Critical thinking and analytical. Quick follow-through. Keen attention to detail. Persistent. Positive attitude. Strong computer skills.



Manage the 3PL transportation management system (TMS)

Extensive industry knowledge. Quick follow-through. Keen attention to detail. Persistent. Positive attitude. Strong computer skills. Critical-thinking and problem-solving.



Work remotely for a compensation-based salary.

Self-motivated. Driven. Goal-oriented. Overachiever. Responsible. Accountable. Adaptable. Independent. Strong time-management skills. Flexible.

GlobalTranz provides rewarding freight agent career opportunities.

Do you have what it takes to be a [successful freight agent](#)? Reach out to GlobalTranz today to learn more about this exciting career option and how we can set you up for success!