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PGL announces the hiring of Jennifer Flanigan, an important acquisition of talent to power a new sales team structure and to boost the PGL Year of Growth

Atlanta, Georgia

“We are excited to welcome Jenn to the team, and to see the impact and growth potential that she brings to the table.”

- Terry Unrein
Chief Growth Officer, PGL

PGL welcomes Jennifer Flanigan as the new Regional Director of Sales based in ATL, reporting to Terry Unrein. With over 20 years of industry experience spanning international forwarding, ocean, air, customs brokerage, warehousing & distribution, and domestic freight, Jennifer brings a wealth of knowledge. She previously worked at Panalpina and Agility Logistics, transitioning from operations to sales. Jennifer's responsibilities include outside sales for the Midwest, Northeast, and Southeast regions, focusing on recruitment, revenue growth, and alignment with product and vertical leaders to achieve growth strategies outlined at the PGL DFW Growth Conference. She will actively pursue new client acquisition, account growth, and tender/RFQ management, while overseeing CRM adherence, Janek sales training, and marketing initiatives. Jennifer is dedicated to mentoring and coaching, advocating for women in business, and fostering a positive sales environment.

Jennifer holds a B.B.A. in Business and Corporate Communications. In her role, she prioritizes exceptional service delivery, effective communication, and team leadership. She is committed to servicing and fostering rapid growth in her region, aligned with PGL's vision and values. Leveraging her expertise in new business development, warehouse management, and client relations, Jennifer implements tailored sales programs and responds proactively to challenges and opportunities. She fosters

collaboration within the team and is enthusiastic about continuous learning and exploring new markets, contributing to PGL's ongoing success.

