

Synergex Corporation

Position: Manager Business Development – Supply Chain Solutions

Description:

Synergex is a leading global supply chain solutions company focusing on a diverse range of market sectors including electronic home entertainment, food, health care and cosmetics, and stored-value products.

We are currently seeking a dynamic and experienced Manager Business Development for our Logistics group to be based in Mississauga. This is a challenging role but one with tremendous possibilities for future growth and development within the company. You will be expected to identify new business opportunities through the development of existing and new accounts.

Responsibilities include:

- Develop and manage a comprehensive business development and sales plan for the supply chain solutions group in Canada
- Undertake cross-selling and up-selling within the existing customer base to further develop account potential
- Ensure new business development through the identification and then solicitation of new accounts
- With the support of internal colleagues, expand our value proposition and develop “out of the box” solutions in support of our customers needs

Requirements:

- An experience, results driven, sales and business development manager
- A solid track record, and at least 5 years experience within the Supply Chain, Third Party Logistics, and Freight sectors
- Commercially astute with strong negotiating and client management skills
- Developed analytic skills with the ability to evaluate financial and operational data
- Ability to work in a fast-paced entrepreneurial environment
- University degree in a relevant discipline

Prospective applicants are directed to submit their resume and cover letter by email with the position title in the subject line, to the attention of:

Kevin Daniels
Chief Communications Officer
kevin.daniels@syx.ca