

## **Manager - Freight Forwarding & 3<sup>rd</sup> Party Logistics**

### **SYNERGEX CORPORATION**

Job Type: Full Time

Location: Mississauga, ON, CANADA

Job Category: Freight Forwarding & Logistics

Contact Email: [jobs@syx.ca](mailto:jobs@syx.ca)

Experience: 5+ years

#### **Description:**

Synergex is one of Canada's leading commercial services companies, providing complete supply chain solutions to businesses in the international marketplace. Synergex is a customer-focused company, headquartered in Mississauga, Ontario, and employs over 150 people in 6 countries.

We are looking for an experienced manager in our growing freight forwarding and 3<sup>rd</sup> party logistics divisions

#### **The successful candidate must:**

- Be success-driven with a proven track record and ability to effectively negotiate rate and service levels for all aspects of freight forwarding
- Possess exceptional verbal and written communication skills
- Results driven and is persistent in meeting day to day challenges
- Possess the ability multi-task in an intense, fast-paced, high-energy environment
- Be proficient in MS Office, e-mail and internet technologies

#### **Responsibilities include:**

- Develop and manage a purchasing and sales support infrastructure while maintaining a focus on exceptional customer service and profitability
- Meet specific company growth, revenue and profitability objectives through effective carrier negotiation
- Build and manage a results-driven pricing and cargo management team by recruiting the right staff, implementing strategies and monitoring performance against targets
- Provide weekly updates to senior management by tracking sales performance against monthly, quarterly & annual sales targets in aggregate and by product category
- Provide daily support to sales staff and be responsible for the overall quoting process
- Research, develop and implement specific product & region defined services that fit within the overall objectives of the company
- Provide detailed analysis on the competitive landscape for selected service offerings and lanes
- Manage the implementation of new business and vendors with our operations team

#### **Essential Qualifications:**

Post secondary diploma/degree with a minimum of five years experience in freight forwarding & 3rd party logistics.

Upon joining this team, you'll be surrounded by people who are passionate about what they do. This position has a great base salary + performance based compensation.

Please submit your resume to [jobs.logistics@syx.ca](mailto:jobs.logistics@syx.ca)