

Sales Executive - Freight Forwarding & Logistics

SYNERGEX CORPORATION

Job Type: Full Time

Location: Mississauga, ON, CANADA

Job Category: Sales - Freight Forwarding & Logistics

Contact Email: jobs.logistics@syx.ca

Experience: 2 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 public company, trading on the TSX under the symbol "SYX". Synergex is a customer-focused company, headquartered in Mississauga, Ontario, and employs over 175 people.

We are looking for an experienced sales executive in our freight forwarding division with a focus

The successful candidate must:

- Be a success-driven Business Development representative with a proven track record and ability to initiate and manage the complete sales cycle from beginning to end.
- Demonstrate professionalism with an ability to build a strong rapport with customers, fellow employees and to support departmental objectives and organizational goals
- Have a working knowledge of freight forwarding activities
- Possess exceptional verbal and written communication skills
- Results driven and is persistent in meeting day to day challenges
- Have the ability to multi-task in an intense, fast-paced, high-energy environment
- Be proficient in MS Office, e-mail and Internet technologies

Responsibilities include:

- Achieve sales goals through hands on market planning, personal and joint sales execution and development of business relationships with key target customers
- Maintain constant contact with key customers and proactively work to ensure continued development and servicing of existing customers
- Develop & maintain customer relationships and expectations
- Provide weekly sales updates to senior management by tracking sales performance against monthly, quarterly & annual sales targets in aggregate and by product category
- Assist with the implementation of new business with the operations group

Essential Qualifications:

Experience selling freight forwarding services is required.

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

Please submit your resume to jobs.logistics@syx.ca

For more information on Synergex Corporation, please visit our website at www.syx.ca