

Sales Executive

With a strong, growing client base and repeat winning of industry awards, Precision Specialized Inc. is in need of a dynamic, experienced individual who will lead initiatives to generate and engage with business partners. As a sales executive for Precision, you'll identify potential clients and decision-makers, backed by insight and guidance from our experienced team, strong brand recognition and reputation, and an organic growth strategy.

This position can be a remote position. We do not expect you to be in the office in lovely Burford, ON.

Purpose of the Position

- To prospect, engage and close accounts in partnership with all operations departments
- To sell and cross-sell our growing custom transportation solutions, including assets and brokerage, as well as air, ocean and rail transportation management

Responsibilities

- Hunt and generate new partnership opportunities through mining, analysis and discovery
- Excel at all stages within the sales cycle to attract new clients, focusing on prospecting and onboarding, and working with senior team members to identify and manage risks
- Maintain existing business and identify opportunities to further penetrate accounts by selling a diverse service portfolio
- Maintain ongoing, sustainable relationships with clients by executing hands-on approach and sense of urgency to address their needs effectively and efficiently
- Maintain the organizational culture, values and reputation in our markets with all staff, clients, vendors and partners
- Foster a collaborative environment within the organization
- Monitor market conditions, innovations and trends, as well as competitors' performance, pricing and sales strategies, to maximize competitive stance
- Annually present a personal growth strategy and budget, providing regularly progress updates on achieving goals, targets & objectives
- Other business development and sales duties as needed

Knowledge, Skills and Abilities

- Focused and goal-oriented
- Excellent verbal communication and interpersonal skills
- Clear and effective written communication skills
- Ability to build strong, long-term professional relationships with internal operations and external clients
- Strong listening skills, with ability to hear and address concerns in an empathetic and problem-solving manner
- Strong organizational, project management, time management and analytical skills with exceptional attention to detail
- Ability to learn, adapt and become proficient in sales technologies, including but not limited to: Microsoft Office Suite, social media platforms, webinar platforms, Salesforce (CRM systems)

- Ability to thrive in a fast-paced, fluid environment juggling multiple priorities and responding to high-pressure, timely situations with poise and sense of urgency

Education and Experience

- Bachelor's degree or equivalent experience
- 3-4 years' prior industry related business development experience
- Proven knowledge and execution of successful development strategies
- Demonstrated success of working in a team environment

Physical Requirements and Working Conditions

- Constantly requires sitting, typing with wrist/finger movement, speaking and listening
- Frequently requires walking
- Travel to/from client facilities, company and client events, and trade shows, as needed

Should you be interested in the role, please send your resume to
brad.bebbington@precisionspecialized.com