



BUSINESS DEVELOPMENT MANAGER

Canada (Toronto, Vancouver, Montreal)

DUTIES:

- Develop new and prospective customers while maintaining existing accounts
- Build & maintain long term relationships with new & existing clients & ensure high level of client satisfaction
- Assist Senior Management in the preparation and negotiation of bids, RFQ's & quotations with customers, suppliers and overseas agents
- Client Management of allocated customers by using established tools to achieve and exceed targets
- Weekly follow up with new clients after first shipments (Implementation & Transition process)
- Deployment of information about all contracts with customers and suppliers to all parties

OFFER:

- Competitive Benefits Package
- International Working Environment
- Personal and professional development opportunities

PROFILE:

- Self-motivated and results driven
- Outstanding people and communications skills
- Excellent Time Management skills
- Strong negotiation and presentation skills
- Familiar with all freight forwarding procedures, products, regulations & departments
- Min. 5 years of industry related sales experience required
- Demonstrated Customer Service skills
- Proven Sales and Business selling ability & success

*We live diversity and encourage collaboration between different genders, both young and old, different ethnic/religious groups and people with special needs.

With a history of over 550 years, Gebrüder Weiss is the oldest logistics company in the world - and one of the most successful. The foundation of this success? Our employees. Because we give them the freedom to find new approaches and play an active part in shaping the future - at more than 150 locations worldwide. Excellent career prospects for all people who love mobility.

WE LOOK FORWARD TO RECEIVING YOUR APPLICATION!

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Gebrüder Weiss 
Transport and Logistics