



## **JOB OPPORTUNITY**

**Position: Account Executive**

**Location: Burlington**

**Hensall Global is a leading logistics provider offering freight transportation services and logistics solutions to our global customer base.**

**We are looking for an experienced Account Executive to join our team.**

### **What we offer:**

- Competitive Annual Salary plus the ability to earn additional commission.
- Group Benefits Plan (health, dental, vision, massage, chiropractic, physiotherapy, etc.).
- Pension Plan matched by employer.
- Excellent Vacation and paid time off.

### **Job Duties and Responsibilities:**

- Provide effective support and service to existing accounts, while developing new business.
- Actively sell logistics services by working with the commercial pricing team to identify solutions.
- Foster positive working relationships and collaborate with clients and inter-departmental team members.
- Submit quotation requests to the commercial pricing team to ensure rates, routings and service options are accurately detailed.
- Maintain regular contact with customers and prospects to ensure customer satisfaction and capitalize on opportunities to provide solutions or recommendations.
- Elevate any customer agreements to the Sales Manager to ensure the terms and conditions are properly assessed and approved.
- Generate sales reports, analyze account activity and present them to the management team and sales team members as required.
- Work closely with the Sales Manager and the Sales team to execute strategic initiatives and action plans.
- Meet sales targets and goals and ensure retention and growth of accounts.
- Maintain up to date industry knowledge, technologies and trends.
- Conduct market research and determine appropriate strategies to create a competitive advantage.
- Attend industry events and trade shows as a representative of Hensall Global.

### **Required Qualifications:**

- Post-Secondary education in Business, Marketing or Sales related program.
- Minimum 3 - 5 years of proven sales experience or client account management.
- Experience in global logistics, international freight forwarding and third-party logistics.
- Strong business acumen and understanding of industry trends.
- Excellent interpersonal, customer service and communication skills (verbal and written).
- Ability to plan, take initiative and problem solve.

Hensall Global is committed to employment equity and encourages the four designated groups to apply.



- Proven ability to own and manage deliverables and deadlines.
- Strategic thinker with ability to multi-task, prioritize and manage time effectively.
- Keen attention to detail and effective organizational skills.
- Strong strategic selling and negotiation skills with ability to adapt as required.
- Ability to cold call and develop strong, lasting relationships.
- Ability to work in a fast-paced environment with rapidly changing priorities.
- A positive and professional attitude and willingness to work collaboratively with all team members and customers.
- Ability to work both independently and in a team environment.
- Proficient computer skills, including Microsoft Office (Word, Excel, PowerPoint) etc. Must have and maintain a valid driver's license and a reliable vehicle for business travel.
- Must have or be able to obtain and maintain a valid passport for business travel.

**If you are interested in applying for this position, please submit your cover letter and resume to: [job@hensallglobal.com](mailto:job@hensallglobal.com)**