

Business Development Manager (Fastfrate, Toronto)

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Company: Challenger Motor Freight Inc

Location: Woodbridge

Category: other-general

Position Scope:We are looking for talented and competitive Business Development Managers (BDM's) that will thrive in a quick sales cycle environment. Under the guidance of the VP of Sales, these BDM's will play a vital role in supporting profitable sales growth. This position requires excellent communication and interpersonal skills as well as solid computer skills, time management, attention to detail and strong organizational skills.**Responsibilities:** Sourcing new sales opportunities through inbound lead follow-up and outbound cold calls and emails Understanding customer needs and requirements Identifying Sales Prospects for further development and closure Close sales and achieve quarterly quotas Research accounts, identify key players and generate interest Maintain and expand your database of prospects Team with channel partners to build pipeline and close deals Perform effective online demos to prospects Work with all departments through on boarding of secured business All other duties as assigned by VP of Sales **Qualifications:** Proven Business Development Experience in the Transportation industry (LTL Sales) Track record of over-achieving quota Proficient with corporate productivity and web presentation tools Experience working with Salesforce.com or similar CRM software Ability to manage time effectively and multi-task Effective teamwork skills Ability to effectively handle multiple conflicting priorities Strong communication, customer service and computer skills Consolidated Fastfrate is compliant with all Ontario laws in providing accommodation to persons with disabilities and provides an accessible environment. We will accommodate persons with disabilities during the recruitment and assessment processes and persons with disabilities will be accommodated on hiring and during employment. Should you require accommodation, please

do not hesitate to request it

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