



Manitoulin Group of Companies is one of Canada's largest national transportation companies, providing LTL/FTL, dedicated, and logistics solutions throughout North America. We currently have an exceptional opportunity for anyone looking to establish a career in sales.

### **Sales Professional – Grande Prairie**

Based out of our Grande Prairie location, you will be responsible for securing new customers, introducing new services to existing customers and managing a current account base.

As a Sales Professional with Manitoulin Group of Companies, you will enjoy many benefits, including;

- Profit Sharing
- Competitive Salary
- Comprehensive Benefit Package

The ideal candidates are results-oriented, self-motivated, strong communicators with excellent negotiation, interpersonal and organizational skills. They are a college or university graduate and, while not necessary, having experience or knowledge of the Transportation industry would be an advantage.

#### **Primary Responsibilities:**

- Managing existing accounts and growing revenues
- Soliciting new business and increasing revenue levels over the previous year
- Communicating effectively with all departments to ensure our customers are receiving the service we have committed to
- Attending sales meetings, industry functions, trade shows and training programs
- Some out-of-town functions may require overnight stays, with all expenses reimbursed, in accordance with company policy
- Ensuring all reports are completed and submitted in a timely fashion
- Daily use of the laptop and contact management system, including time management, planning and scheduling of calls, updating calls and activities in CRM.

#### **Qualification:**

- University/College Graduate
- A Minimum 2 years related sales experience
- Valid drivers license and good condition/reliable vehicle
- Must be computer literate (Excel, Word, Gmail, etc.)
- Good communication skills with proficiency at listening, selling (persuasion), problem solving and negotiation
- Must be flexible as the job requires being able to deal effectively with changing circumstances, customer demands, last minute requests and deadlines
- Must be well-organized and able to manage time efficiently and effectively
- Self motivated and results driven

Territory Coverage: Grande Prairie, Peace River, Fort St John, Dawson Creek, Fort Nelson, etc..



For confidential consideration, please send your resume to:

**Leanna Di Veronica**

**Regional Sales Manager – Northern Alberta/Northern British Columbia**

**[ldiveronica@manitoulintransport.com](mailto:ldiveronica@manitoulintransport.com)**

We thank all applicants, but wish to advise that only those under further consideration will be contacted.

**Manitoulin Transport** is a leading Canadian transportation and logistics solutions provider. As a single-source carrier, we offer a wide array of transportation services, including expedited-over-the-road LTL/TL, transborder, intermodal, private fleet, guaranteed service, temperature controlled and dangerous goods. Manitoulin leverages its extensive network to deliver services to major rural and urban areas. Our North American distribution covers more than 80 Canadian terminals and over 250 U.S. service centres. The Manitoulin network is supported by its state-of-the-art technology by providing 24/7 online shipping assistance. For more information, visit: <http://www.manitoulintransport.com>