

Location: Toronto, ON

Position: Sales Manager

File Number: 2540

Our client is a **mid-sized Dedicated Freight** company

They require a **Sales Manager**, who will be a sole contributor (no direct reports) to the business.

This will be an opportunity for you to blend your experience and contacts in the business world with the Company's existing Customer base, by following a strategic sales management process.

The **Sales Manager** is expected to **contact** and **develop** new **prospects** at the **medium** and **large** scale target **opportunities** for the company's **dedicated fleet group**. Working with an established database of prospects, the sales manager will progress qualified prospects through the needs assessment, proposal, contract, and onboarding stages of the sale.

You will have **5 years' experience** in **transportation** industry, along with a **BA or B Comm.** or equivalent

Proven experience in prospecting and developing new business and excellent analytical skills with the ability to assess, design and sell a given solution.

There is a very **competitive compensation package** offered for this position.

Please apply on company website:

<https://reimer.ca/supply-chain-jobs-canada/Sales-Manager-Jobs-Toronto-ON-2540/>