

Position: **Sales Representative, Full-Time**
Location: Moncton, NB or Dartmouth, NS
Hours: Monday-Friday, 8 AM-5:00 PM (hours may vary from time to time, based on requirements)
Reports to: VP, Business Development

Application Deadline: May 17th, 2021

Responsible for sales activities, including supervising contracts, driving sales revenue, managing customer and vendor relations, and related sales performance. Responsible for forming strategic selling and large account plans within the corporate sales model.

Key Responsibilities:

- Generate new business that is aligned with corporate revenue and growth targets.
- Build relationships and assess customer needs.
- Present sales proposals to potential customers.
- Manage customer relations and monitor performance to ensure top customer satisfaction.
- Requires regular collaboration with operations and customer service departments to ensure most efficient service expectations are being met.
- Responsible for recording and maintaining accurate weekly sales reporting.
- Provide sales/market insight to feed the strategic and tactical planning processes.
- Assist VP of Business Development in the assessment of strategic opportunities.
- Assist in annual budget planning.
- Occasional travel maybe required.

Experience/Education:

- Post-secondary education in Business, Logistics or Supply Chain.
- 5+ years' experience in transportation, logistics management, or equivalent role.
- Experience in all aspects of sales, including growth strategies, distribution channel management, account development, and business planning.

Skills:

- Strong knowledge of retail and/or wholesale sales principles, methods, practices, and techniques.
- Solid negotiation and conflict resolution skills.
- Able to build and maintain lasting relationships with customers, business partners, and corporate departments.
- Strong problem identification and problem resolution skills.

- Knowledge of cost analysis.
- Strong analytical and organizational skills.
- Ability to coordinate and organize meetings, exhibits, and other events.
- Demonstrated ability to work well under pressure and meet deadlines
- High level of proficiency with Microsoft Office.

Attributes:

- Ability to thrive under pressure and meet deadlines.
- Ability to adapt to a fast paced, dynamic work environment.
- Strong attention to detail with exceptional organizational & time management skills
- Self- motivated.
- Develop and maintain excellent working relationships with customers and internal departments/terminals.
- Creative and innovative thinking.

Interested Applicants can submit their cover letter and resume to Maryse Doucet,
mdoucet@armour.ca