



## JOB DESCRIPTION

At GTI, we are committed to stand out from the rest and we value our customers. We have made it our priority to understand our customers business and the ever-changing needs of that business. We push the boundaries of traditional transportation to provide advantages to our clients to enable them to be successful in their respective market spaces.

Reporting to the Chief Commercial Officer, the Business Development Manager will be responsible to generate income from both new and existing accounts, while building strong and long-lasting relationships with their business partner.

As a Business Development Manager, your primary focus will be to sell our different service offering via our asset and non-asset (3PL) divisions. The chosen candidate will generate new business and help grow existing accounts. This role combines inside sales, account management, customer care and logistics all in one. You will be responsible for prospecting, engaging, and closing new accounts in partnership with our Operational/Transportation and Logistics' team.

As a self-starter, you will be in daily contact with potential customers working to sell and build strong relationships and existing customers to help grow the account.

### **What you will be doing:**

- Prospect for new customers via **cold calls, emails, dormant CRM accounts, referrals, trade shows and networking.**
- Identify and generate new sales opportunities through, mining, analysis, and discovery.
- Identify opportunities to further penetrate accounts by selling a diverse service portfolio.
- Visit prospective clients and present an overview of the company.
- Partner with internal operations teams to create solutions based on customer needs, including appropriate pricing strategies, solution implementation and future customer growth.
- Develop account relationships with contacts at multiple levels within customer organizations.
- Work with accounting to setup new clients (**credit, billing, instructions, etc**).



**Characteristics:**

- **Proven work experience as a Business Development Representative / Sales Representative**
- **Strong cold calling experience**
- Identify client needs and suggest appropriate services
- **English & French spoken and written is required**
- Excellent verbal, written, and presentation skills
- Passion for sales, work ethic and a drive to succeed
- Ability to build strong relationships
- Attention to detail and strong analytical ability Willingness to travel, as needed
- Successfully working in a team environment

**We offer a competitive base salary + a strong commission structure**

Should this opportunity be of interest to you and you meet all the requirements, please send us your resume, it will be a pleasure to speak to you.

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