

Sales Representative
Oakville, ON

This sales opportunity with Dynamic Connections will prove to be quite lucrative for the ambitious type. This position provides a competitive, commission structure in place with great earning potential, operational efficiency to facilitate a seamless, customer order fulfillment experience, inside sales/lead support and so much more!

As a Sales Representative at Dynamic Connections, you will be responsible for identifying prospective accounts, building relationships, and closing. Your goal is to help these businesses understand that Dynamic Connections is dedicated to being their partner to success and will make a difference for their business.

Responsibilities:

- Cold call as appropriate within your assigned geographic area to ensure a strong pipeline of opportunities
- Prospect and develop new, exciting business relationships
- Understand each customer's needs and provide effective solutions
- Participate in face-to-face meetings to present proposals, solutions, and close
- Understand our business & product & be able to Sell it to a potential customer and close them
- Maintain organized details of relationships and calls in Salesforce
- Translate business opportunities into incremental revenues through strong selling
- Report weekly sales activities to your Sales Supervisor in order to meet goals and metrics on an individual basis

Skills & Characteristics

- Self-Directed & motivated
- Goal oriented
- Ability to set priorities
- Strong drive for results
- Competitive
- Relationship Builder
- Ability to Persevere
- Can Do Problem Solver
- Articulate, Effective Communicator
- Strong ability to negotiate
- Strong ability to probe situations & customer needs
- Team Player

www.dynamicconnections.com

Requirements

- Post-secondary education
- Prior freight brokerage experience is required.
- Knowledge of Microsoft Applications is required. (Outlook, Excel, Word)
- Prior use of Customer Relationship Management Software is an asset
- Load Link, DAT, Internet Truck Stop Freight Matching Software is valuable
- Valid driver's license
- Sales experience either inside or outside

Why Dynamic Connections?

- Competitive base salary
- Generous commission structure
- Comprehensive benefits package
- On-site training and ongoing career development
- Significant advancement opportunities for outstanding performers
- Birthday lunches

If you are interested, please email a cover letter with your resume to HR@DynamicConnections.com .

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