

Who Are We?

Dynamic Connections is a leading North American third-party logistics company that provides integrated logistics solutions for our customers. We offer integrated logistics solutions to meet our customer's ever evolving supply chain needs. Our consistent service and communication makes us an extension of our customers, and provides them with a seamless, stress-free transportation experience.

At Dynamic Connections, we treat our employees like we treat our customers – with honesty, integrity, and respect.

We enjoy working together, and love doing team building activities like paint nights, axe throwing, intramural sports, potlucks and more. Check out our blog for our latest team events:

<http://www.dynamicconnections.com/blog/>

We have a positive, transparent, and entrepreneurial culture. We're committed to your professional growth and strive to promote from within. Your success is our success.

Business Development Manager

As a Business Development Manager at Dynamic Connections, you control your destiny. You are tasked to identify, prospect, and secure new customers, using a variety of different tools and methods, with the support of the entire organization.

Once a customer is secured and onboarded, it transitions to our best-in-class Solutions Team, who will overwhelm your customers with service, leaving you with the time and opportunity to continue finding new customers, as you continue to get paid permanent commissions on every customer that you help us partner with. We operate in an enormous industry, so the world will be your oyster to the successful career path and compensation that you so desire.

To start, your main goal will be prospecting and cold calling. As you build a book of business, you will be motivated to build deep, meaningful, and rewarding relationships with your customers, based on a foundation of trust and integrity; foundational pillars of our organization. You will build relationships for life.

While no specific industry experience is required for this position, we do look for demonstrated prior success in sales and cold calling experience. Our most successful business development managers are all:

- **High energy** – like us, you're always on and working at a fast pace.
- **Self-Starting** – you don't need or want anyone watching over you and motivating you, as you're self-motivated every day to the best that you can be
- **Highly collaborative** – you're always looking for ways that you can help your teammates be successful.
- **Intellectually curious** – you're always looking to improve your knowledge and experience, so as to be even better for your customers.
- **Relationship builders** – you care about your customers, and that will come across in all of your interactions. You'll foster strong and long-term relationships with them by treating their business like your own.
- **Sociable** – attain a strong ability to motivate and influence others along being able to persuade.
- **Willing to visit customers** – you value your customer relationships and continuing to further these bonds through on the road visits showing off your presentations skills.

The Details

This is a full-time permanent position working with our Dynamic 'Green Team' in our vibrant, bright Oakville office, Monday to Friday, 8:30 am to 5:00 pm.

We offer competitive compensation based on the experience level of the candidate and are hiring for entry level and mid-level sales talent. You'll also have a competitive benefits package and receive a company paid laptop computer and the latest iPhone along with a company paid phone plan.

Qualifications

- Experience in a sales role
- Experience working with customers and colleagues over the phone or by email
- Availability to be "on-call" when your customer requires it
- Strong computer skills and proficient with Microsoft Office (Outlook, Word, Excel, PowerPoint)
- Self-regulating in the sense you can manager your tasks in a timely manner.
- Experience with Salesforce an asset, but not required
- Experience in the logistics or transportation industry an asset, but not required
- University or college degree/diploma in a related field is an asset