



JOB OPPORTUNITY

Position: Sales Coordinator

Location: Burlington

Hensall Global is a leading logistics provider offering freight transportation services and logistics solutions to our global customer base.

We are looking for an experienced Sales Coordinator to join our team.

What we offer:

- Competitive Annual Salary plus the ability to earn additional commission.
- Group Benefits Plan (health, dental, vision, massage, chiropractic, physiotherapy, etc.).
- Pension Plan matched by employer.
- Excellent Vacation and paid time off.

Job Duties and Responsibilities:

- Provide excellent customer support and service to key customer accounts.
- Develop methods to identify and prospect for new sales opportunities.
- Effective communication with customers to identify logistics solutions or recommendations.
- Develop positive long-term relationships and collaborate with clients and team members.
- Gather rate, routing and service options and submit quotation requests to the pricing team.
- Generate sales reports, analyze account activity and present information as required.
- Meet sales targets and goals to ensure customer retention and growth of accounts.
- Maintain up to date industry knowledge, technologies and trends.
- Conduct market research and determine strategies to create a competitive advantage.
- Attend industry events and trade shows as a Representative of Hensall Global.

Required Qualifications:

- Post-Secondary education in Business, Marketing or Sales related program.
- Minimum 2 years of proven sales experience or client account management.
- Minimum 2 years of experience in global logistics and international freight forwarding.
- Strong business acumen and understanding of industry trends and drivers.
- Excellent interpersonal, customer service and communication skills (verbal and written).
- Strategic thinker with the ability to take initiative and problem solve.
- Keen attention to detail, effective organizational skills and ability to manage time effectively.
- Strong strategic selling and negotiation skills with ability to adapt as required.
- Ability to cold call and develop strong, lasting relationships.
- Proficient computer skills, including Microsoft Office (Word, Excel, PowerPoint) etc.
- Must have and maintain a valid driver's licence and a reliable vehicle for business travel.
- Must have or be able to obtain and maintain a valid passport for business travel.

If you are interested in applying for this position, please submit your cover letter and resume to: job@hensallglobal.com