



Job Title: Business Development Executive

MC Freight Systems is a family owned Third Party Logistics (3PL) company that has been operating for 30 years. Our team of highly skilled professionals work together to offer solutions to our clients covering all modes of transport, including Truckload, LTL, Intermodal, Courier, Air and Ocean.

We are looking for an enthusiastic, motivated and talented “Hunter” to join our Sales team as we continue to grow our business. This role, reporting to the Sales & Marketing Manager, would be suitable for a person who has at least 3 years’ experience in Sales.

We are looking for someone who is friendly, driven, thrives in a fast-paced environment and is the right ‘fit’ based on our company’s Core Values and Culture.

As the Business Development Executive, you will be responsible for, but not limited to:

- Evaluation of transportation market and identification of sales leads
- Implementation of a Personal Strategic Sales and Marketing Plan
- Market research and competitive analysis
- Cold-calling, face to face selling, making sales presentations and closing deals to all levels of seniority
- Maintaining current data in CRM system
- Reporting of sales activities and results to the Sales & Marketing Manager on a weekly basis

The successful candidate will also have:

- Strong “Hunter” mentality and is driven by growth
- Education in Sales along with a strong understanding of Sales fundamentals
- Strong capacity to adapt quickly in a learning environment
- At least three years’ experience in a Sales position
- Competitive nature with a preference to focus on achievement
- Competent in making analyses involving written and verbal data
- Conflict resolution skills
- Strong problem solving skills
- Tendency to be a self-starter and multi-tasker
- Ability to work autonomously, and also within a group setting
- Experience in Transportation / Logistics or related industries is considered an asset
- Extensive experience using MS Office and CRM software
- Excellent computer skills
- Good time management and follow-up skills, including the ability to effectively balance quality and quantity of output

We offer a competitive salary, bonus plan and a comprehensive benefits package with unlimited earning potential. Best of all, the successful candidate will get to experience what it’s like to truly enjoy working in a fun, fast-paced environment that promotes equality and respect to all team members.

Should this position be of interest please email a cover letter or an outline of why you think this position would be perfect for you and a current resume to careers@mcfreight.com. Only qualified candidates will be notified.