

APPS TRANSPORT GROUP
ACCOUNT EXECUTIVE – BUSINESS DEVELOPMENT

If you want an opportunity with an established company looking forward to the next phase of solid growth that offers the competitive compensation you need, you've found it in APPS Transport!

Who Are You?

You are an individual with proven prospecting and follow up skills, excellent at relationship building. You are a true hunter who thrives on generating revenue and closing the deal. You can show a career history of setting and exceeding goals and targets. Your engaging personality is complemented by your strong communication skills and professionalism.

We require some who can: Source & identify leads and sell supply chain solutions along with value-add programs; cold call new potentials and service existing accounts; quickly increase sales revenues through new business development; build portfolio by developing strong customer relationships and closing customers on additional service offerings.

You will find success in this role because...

You have a proven record of success in identifying and closing sales
You treat your job like your own business and put everything into it
Your ability to influence and negotiate strengthens your customer relationships
You recognize the challenges but always implement workable solutions
You bring value not only because of your sales success, but your pride in the company you represent

Responsibilities

Sourcing, identifying leads and selling supply chain solutions and value-add programs
Developing strong customer relationships and identifying additional services we can supply
Quickly increasing sales revenues through new business development
Working proactively with relevant departments to ensure total customer satisfaction

Education / Experience

College Diploma / University Degree in business or related discipline
Minimum of 2 years of sales success in a role with quota expectations
Previous industry experience with knowledge of 3PL, supply chain, highway and intermodal an asset
You are well versed in MS Word, Excel, Outlook, web based apps and prospecting tools

About APPS Transport

APPS core competence is, and always will be, World Class Supply Chain Solutions. Can we move anything anywhere? Yes and more so, we can provide exceptional value in these core service areas: Overnight LTL along the Windsor/ Quebec City 401 corridor; LTL and TL between Canada and the USA; Intermodal LTL to and from Western Canada.

We've also expanded support to our customers with specialized divisions to complement our core services. These include:

Full Service LTL Consolidation
Warehousing
Transportation Management
Distribution
Supply Chain Consulting
Third Party Logistics Management
Specialized Equipment for Specialized Needs

Interested applicants are asked to submit their resume and cover letter to:

hr@appsexpress.com