



ACCOUNT EXECUTIVE (MONCTON, NB)

Transportation Industry

WHAT'S THIS ABOUT?

Our client is a successful Transportation company, is committed to recognizing and rewarding exceptional talent and dedication. They pride themselves on offering competitive pay rates and fostering opportunities for professional growth and development. Their unique employee benefits set them apart as an employer of choice.

As an Account Executive, you will play a pivotal role in their mission to expand and diversify their customer base. Your responsibilities will involve nurturing strong relationships with existing clients while also exploring new territories to secure additional business opportunities. From conducting persuasive sales outreach (including virtual interactions) and client visits to delivering quotations and expanding their customer portfolio, you will collaborate closely with their dynamic commercial team. Together, you will not only meet but exceed customer expectations, enhance brand recognition, and unlock the full potential of their extensive range of products and services.

ABOUT YOU

- Minimum of 3 years experience in an outside sales capacity
- Knowledge of the transportation industry is an advantage
- Proficient in verbal and written communication, including virtual meetings
- Strong organizational and computer skills (working knowledge of Microsoft Office)
- Ability to effectively prioritize and manage multiple tasks
- Self-motivated and capable of working independently to achieve outcomes in a fast-paced environment
- Bilingual English/French is an asset

ABOUT US

- Salary: **\$70-90k** plus 20% bonus
- Generous paid vacation and an additional 5 personal days
- Comprehensive employer-paid benefits package
- Pension plan with employer matching
- Recognition programs and awards
- A clear path for career advancement and personal development

IS IT YOU WE'RE LOOKING FOR?

Email Andrew Diotte-Lyles with the position in the subject line.

Attach your complete resume.