



## Account Manager Representative

Quarterback Transportation – Toronto, ON

***Are you looking for an exciting opportunity, with a company who is outgoing, eccentric and growing each and every day?***

**Be part of an awesome team!**

By joining Quarterback Transportation, you have the opportunity to learn from an industry leader where you will gain knowledge and skills to help you get to the next level.

We are looking for an outgoing, determined, and driven sales representative to join our expanding team! The Account Manager Representative is highly motivated and determined to succeed. This is a great opportunity for an individual to position themselves for personal and company growth. Our company offers very competitive compensation, along with added incentives. We would love to hear from you!

### **Who Are We?**

Quarterback Transportation is a fast growing freight brokerage and third party logistics provider with offices in Mason, OH, Atlanta, GA, and Toronto, Canada. We have been considered one of PROFIT 500's fastest growing companies for the past three years. We specialize in truckload shipments of dry, specialized, and temperature controlled products across North America. Our team is made up of dynamic, friendly, fun, risk taking people who want to help us continue our growth into the future!

Please visit our website [www.qbtransportation.com](http://www.qbtransportation.com) for more details! If interested, please forward resume to [qbcareers@qbtransportation.com](mailto:qbcareers@qbtransportation.com).

### **Responsibilities:**

- Prospect for potential new clients and turn this into increased business
- Cold call as appropriate within your market or geographic area to ensure a robust pipeline of opportunities
- Meet potential clients by growing, maintaining, and leveraging your network
- Identify potential clients, and the decision makers within the client organization
- Research and build relationships with new clients
- Set up meetings between client decision makers and company's practice leaders/principals

- Efficiently plan approaches and pitches
- Work with team to develop proposals that speak to the client's needs, concerns, and objectives
- Participate in pricing the solution/service
- Handle objections by clarifying, emphasizing agreements and working through differences to a positive conclusion
- Use a variety of styles to persuade or negotiate appropriately

**The ideal candidate will have:**

- Completed post-secondary education or equivalent experience
- A minimum 2+ years of previous experience in a sales capacity
- Experience with Salesforce is an asset
- A natural ability to qualify leads quickly and accurately
- Proven track record of exceeding personal sales targets as well as ability to build strong relationships with top level stakeholders
- Excellent communication and presentation skills
- Ability to excel in a fast-paced and dynamic environment
- Must be an energetic, flexible, highly organized individual with a self-starter personality

**Competitive base salary and commission. We are looking for a talented person with a desire to succeed!**

*Quarterback Transportation is an equal opportunity employer and encourages women, Aboriginal people, persons with disabilities and members of visible minorities to apply. As per the Ontario Human Rights Code and the Accessibility for Ontarians with Disabilities Act (AODA), Quarterback Transportation will accommodate the needs of applicants with disabilities throughout all stages of the selection process. If you need accommodation during the recruitment process, please advise your Talent Acquisition representative. Information relating to the need for accommodation and accommodation measures will be addressed confidentially.*