

Sales and Business Development Manager

The Opportunity

This is a great opportunity for someone looking to grow their career – at FMI you won't be just a cog in the wheel, you'll be an important part of a great team. Working at a rapidly expanding company means you'll have plenty of interesting challenges. Our Values emphasize relationships as the key to FMI's success to-date and our future growth, and our team works together to provide our partners with an exceptional experience.

This is your chance to see the future and plan for long-term engagement with stakeholders including vendor partners, customers and our academic community.

This role is perfect for someone who likes to creatively contribute to sales, development, planning and is driven by excellence in the execution of those plans.

This is your chance to make your mark in a role with lots of variety, flexibility, and autonomy.

Performance Incentives mean you'll be a key member of the Leadership Team. This is your chance to become invested in your career and influence our growth for the long-term.

You Want to Do This

You want to part of a team focused on Sales, Nurturing and Closing activities.

You are looking to contribute with a strong ability to prospect, qualify and develop new revenue sources.

You want to expand and build upon your successful sales track record in the logistics industry including freight brokerage, freight forwarding and warehousing solutions.

Outside of the box strategic planning is your skill, and executing is your passion.

You want to help mentor, grow, and motivate the Freight/Sales & Development teams. You like managing existing accounts and building new customer relationships.

You want to work with interesting, loyal, and motivated people.

Explore and identify new strategies to expand our customer base.

You Know These Things Already

In your career you have been a solid leader with at least 3 to 5 years of successful sales track record.

You have relevant experience in Logistics, Supply Chain and Transportation Management

You have direct experience in Freight Management, working on RFPs/RFQs and preparing service proposals.



Sales and Business Development Manager

You have experience in Digital and Social Media Marketing skills.

You're really good with clients and vendors/partners alike. You have very strong client-focused service skills and driven to help develop new business while working on relationships.

You have experience in building and nurturing of Sales Pipelines, CRMs.

You're an innovative thinker and able to come up with new and useful ideas.

Your ability to independently manage a number of projects at the same time, and to react and adjust to change with ease will make you perfect for this job.

You Should Know This About the Job

As a member of the Leadership Team, you will be well-compensated. Along with your salary, you'll have a Performance Incentive component..

You'll have plenty of incentives to continue learning and growing your skills through an Education Re-imbursement program and our support.

You can take advantage of the Annual Family Benefit to use for community or recreational memberships.

Working at a rapidly expanding company means you'll have plenty of interesting assignments, lots of diverse challenges, and opportunities for career growth.

There is some travel required but you'll mainly work at the Head Office in SE Calgary. No need to pay for parking or public transport – parking is free and right beside the building.

We care about outcomes and we like people who are results-driven. We like creative problem-solvers and curious people.

Are You a Good Fit?

Think you've got what it takes? Are you ready to join a great team?

We're ready to hire the right person immediately.

Please apply by sending your resume to hr@fmicanada.com