

Job Posting

- Title Sales & Business Development Manager
- Company FMI Logistics Inc.
- Location #111, 7151 44 Street SE
Calgary, AB, T2C 4E8
- Employment Type Full Time Permanent
- Industry Freight & Warehousing Logistics

FMI Logistics is looking for an experienced Business Development professional to join our Calgary office.

Applicant Characteristics

- Keen understanding of the priorities for Strategic Market research with strong ability to prospect and qualify and develop new revenue sources
- Exceptional communication focused in Sales, Nurturing and closing skills
- Digital and Social Media Marketing skills and experience are essential
- Preparing service proposals and rate contracts
- Meet or exceed Company sales targets
- Minimum 3 -5 years successful sales track record in the logistics industry including freight brokerage, freight forwarding and Warehousing solutions.
- Displays initiative for learning and self-improvement with strong self-driven motivation to lead by example.
- Strong attention to detail and accuracy
- Ability to multi-task and prioritize work load while maintain key skills in Analytics and Problem Solving
- Naturally talented communicator in person, telephone and digital.
- Team oriented
- Advanced Proficiency in Microsoft Office (Word, Excel, Power Point, Access)

Benefits to selecting a career with FMI

- Western Canadian focused team – position is at the Main Corporate office, with direct day to day engagement with the Senior Leadership team.
- Cross functional work responsibilities means experience and exposure to multiple business areas.
- Educational Re-imbursement program, we support and incent our team members to continue their education and learning.
- Strong industry competitive Company benefits program including additional incentives specifically for employees extended family

Application Process

Individuals interested in pursuing this opportunity are encouraged to submit their resume and cover letter to human.resources@fmicanada.com. Applicants must be legally eligible to work in Canada.

We thank all applicants for their interest, only those selected for an interview will be contacted.