

Do you know the world's longest International border between two countries? If you know the answer to that then you can apply to join our team of International Border Specialists. If not, we have some competitors we can refer you to!

Willson International is dedicated to our people. The people we hire are the cornerstones of our success. Their ideas, commitment and connection to our customers are truly the essential elements in how we succeed.

If you have a passion for terrific customer service, work life balance and love to work in a team environment this could be the opportunity for you!

Freight Account Executive – Richmond, BC (Vancouver and surrounding area)

This position is responsible for obtaining new business in the area of Truck and or International freight sales, and to ensure timely on-boarding of new clients.

Here are some of the activities you will be expected to perform:

- Independently prospect and search out new sales opportunities.
- Meet with prospects to determine requirements and whether or not the prospective client is a fit for the Company.
- Negotiate outcomes which are mutually beneficial.
- Develop solutions for strategic service issues to gain new business
- Prepare and present proposals to potential clients
- Review and negotiate pricing
- Maintenance of new account set-ups
- Service customers and ensure that expectations are delivered and met during initial on-boarding phase
- Travel is a regular requirement of the position. Western Canada and USA.
- All other duties as assigned.

These are the standards we look for:

- College and or University Degree in Business Administration and or equivalent is required.
- Minimum five (5) years executive level selling experience. Non-asset based truck/intermodal/air and ocean experience is an asset but not essential
- Must be able to travel into and out of the USA
- Working knowledge of MS Office Suite of products
- Self-disciplined with excellent organizational and time management skills. Able to work independently and or part of a team.
- Strong prospecting skills and negotiating/closing skills is a must
- Strong communication skills – verbal and written is required
- Problem solving, accuracy, attention to detail and analytical ability is required

These are the values that are important to us:

We believe in Constant Improvement, Urgency and Purpose, Courage, Community Involvement and Family First. We look for people that are adaptable, enthusiastic, self-motivated, passionate, creative and team-oriented.

This is the company culture we are fostering:

At Willson, family is first, and we recognize, support and respect each employee's responsibility to his/her family. In our continued efforts to help our employees we offer:

- Medical, Dental & Supplementary Health coverage
- Maternity top-up and paid time off for new Fathers
- Company paid emergency leave days

- Company matching Group RRSP
- Paid Continuing Education Courses

If you think you are a fit for this type of opportunity, please [Apply Here](#). We would love to hear from you. Please come and learn more about us at www.willsonintl.com

Willson International is an equal opportunity employer. Accommodations for disabilities will be provided to support participation in all aspects of the recruitment process.