

Love going to work every day? We do. Interested in a career with a progressive fourth generation, family owned company with 100 years of experience?

Willson International is dedicated to our people. The people we hire are the cornerstones of our success. Their ideas, commitment and connection to our clients 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!

Inside Sales Representative - Mississauga, Ontario

We are currently looking for a talented and motivated individual to join our exceptional inside sales team. This position is responsible for initiating B2B relationships with prospective clients.

Responsibilities:

- Leverage strong prospecting and closing skills to achieve monthly and annual goals.
- Initiate and build relationships in an effort to create sales leads.
- Qualify prospects to ensure they are a target account for Willson International.
- Work within a one to one partnership with an Account Executive.
- Research and develop leads from various sources.
- Gain access to decision makers for new account development.
- Demonstrate ability to positively influence prospects (propose options/solutions)
- Leverage service/company/industry expertise to overcome objections.
- Manage and update account information and sales related activity.
- Strive to meet and/or exceed target KPI's (key performance indicators)
- Miscellaneous administrative duties; data entry; Outlook Calendar, CRM

These are the standards we look for:

- High School Diploma is required; College Diploma in Business Administration and or equivalent is preferred.
- Energetic, self-motivated, client-focused.
- Inside sales experience preferred.
- Working knowledge of MS Office Suite of products.
- Uses thought leadership to build prospect/client relationships.
- Self-disciplined with excellent organizational and time management skills. Able to work independently as well as part of a team.
- Strong prospecting, negotiating and closing skills are a must.
- Strong communication skills – verbal and written is required.
- Satisfactory criminal check clearance and business references are required.
- A winning team demeanor is paramount in the success of this candidate.
- A+ positive attitude, trust and relationship building abilities.
- Transportation industry knowledge an asset.

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 by sending your resume and cover letter to careers@willsonintl.com. 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.