

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 a fourth-generation organization offering Customs Brokerage and Third Party Logistics solutions to our client. We are dedicated to our people because 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!

ACCOUNT EXECUTIVE – Richmond, BC

We are currently looking for a talented and motivated individual to join our exceptional sales team. As an Account Executive you play a key and valued role in building our sales and market share. When you are successful we are successful.

Here is what you get:

- An environment of continuous growth and support from management as we set you up for success. We have a win-win attitude.
- One on one working relationship with an inside business development rep
- On-going, tailored, training, coaching and development
- Industry leading CRM technology

Here is what it takes to be successful in this job:

Achieve monthly and annual goals by obtaining new **Customs Brokerage business** and to provide unmatched service to existing accounts.

- Leveraging strong prospecting and closing skills
- Researching and developing customized approaches to prospects
- Initiating and building relationships with prospects
- Meeting with prospects to determine requirements and whether or not the prospective client is a fit for Willson.
- Targeting potential business customers within the assigned territory.
- Negotiating outcomes which are mutually beneficial to Willson and the customer
- Developing solutions for strategic service issues to gain new business
- Preparing and presenting proposals to potential clients
- Reviewing and negotiating pricing
- Delivering on service plan of existing customers
- Regular Travel (car) is a requirement of the job to get to client sites.

These are the standards we look for:

- College and or University Degree in Business Administration and or equivalent are required.
- Minimum five (5) years in a business to business sales environment.
- Experience selling Freight or Customs is an asset
- Working knowledge of MS Office Suite of products and CRM
- Self-disciplined with excellent organizational and time management skills.
- Ability to work independently (on the road or at home office) and or part of a team.
- Strong prospecting skills and negotiating/closing skills is a must
- Strong communication skills – verbal and written is required
- Satisfactory employment references and criminal background check 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 by sending your cover letter and resume 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.