

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 clients. 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!

Inside Sales Representative – Mississauga, ON

*** Due to Covid-19, this position is temporarily work-from-home**

As an **Inside Sales Representative**, you are responsible for initiating business-to-business relationships with prospective clients.

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

- Leverage strong prospecting and closing skills to achieve monthly and annual goals.
- Initiate and build relationships in an effort to create sales leads.
- Qualify prospect 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 KPI's.

These are the standards we look for:

- High School Diploma is required; College Diploma in Business Administration and or equivalent is preferred.
- Minimum of 2 years Inside sales experience.
- Energetic, self-motivated, client focused is a must.
- Inside sales experience is preferred
- Working knowledge of MS Office suite of products.
- Working knowledge of Sales Force is preferred.
- Self disciplined with excellent organizational and time management skills.
- Strong prospecting, negotiating and closing skills.
- Strong communication skills - English verbal and written is required.
- Satisfactory criminal check clearance and business references is required.

These are the values that are important to us:

We believe in Learning, Growing & Adapting; Celebrating and Appreciating; Talking it Out (Communication); Owning It; and One Team. 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:

- Flexible hours
- Competitive compensation
- 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. We would love to hear from you. Please come and learn more about us at <https://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.