



Position	TL Sales Specialist
Location	Mississauga, Ontario
Reports to	Vice President of Business Development
Type	Fulltime – Days
How to Apply:	https://armour.hiringplatform.ca/160827-tl-sales-specialist/668348-initial-application/en

Armour Transportation Systems is a world-class transportation and logistics company, Platinum member of Canada's Best Managed Companies and a Top Fleet Employer. We believe in providing a safe and inclusive workplace where employees are empowered to succeed through hard work, professional development, and career growth opportunities. Founded in the early 1950s in rural New Brunswick, Armour Transportation has grown to become one of the largest carriers in Canada with 26 terminals, nine maintenance facilities, over 750,000 square feet of warehouse space and more than 2,000 team members. It is an exciting time to be part of the transportation industry – grow with our team!

We are currently seeking a dynamic and results-driven TL Sales Specialist to join our team and contribute to the continued success and growth of our truckload business in Canada and the US. As a TL Sales Specialist for our truckload division, you will be responsible for cultivating and expanding customer relationships, driving revenue growth, and promoting our comprehensive suite of truckload services. This role requires a keen understanding of the transport industry, excellent communication skills, and a proven track record in sales. Reporting to the Vice President of Business Development, the TL Sales Specialist will foster strong customer relationships with new and existing customers and contribute towards the sales growth of their truckload needs. This position could be based out of Ontario or Quebec.

Responsibilities:

- Identify and pursue new business opportunities within the truckload sector.
- Build and maintain a robust pipeline of potential clients through market research, prospecting, and networking.
- Establish and nurture strong relationships with existing clients to understand their evolving transportation needs.
- Serve as the primary point of contact for clients, ensuring high levels of customer satisfaction.
- Develop and implement effective sales strategies to achieve and exceed revenue targets.
- Collaborate with the sales team and management to identify market trends, competitive insights, and opportunities for growth.
- Work closely with clients to understand their specific transportation requirements and tailor solutions that meet their unique needs.
- Provide expert advice on shipping methods and cost-effective transportation solutions.

- Deliver compelling and persuasive presentations to potential clients, showcasing the value proposition of our truckload services.
- Clearly articulate the benefits of choosing Armour as the preferred logistics partner.

Qualifications:

- Proven track record in the transport industry B2B sales.
- Strong understanding of logistics and supply chain management.
- Ability to travel within Canada and US.
- Excellent communication, negotiation, and interpersonal skills.
- Self-motivated with the ability to work independently and as part of a collaborative team.
- Results-oriented with a focus on achieving and exceeding sales targets.
- A bachelor's degree in business administration, marketing or related field is preferred.
- Years of experience and proven track record of success in sales and transportation industry.
- Great financial analytics acumen specifically tailored to the transport industry.

Employment Equity

Armour Transportation Systems is committed to the principles of employment equity. The purpose of employment equity is to ensure that no person is denied employment opportunities or benefits for reasons unrelated to ability.

Armour Transportation Systems welcomes applications from Indigenous peoples, African Canadians and other racially visible persons, persons with disabilities, and women in occupations or positions where they are underrepresented. If you are a member of one of these equity groups, you are encouraged to self-identify on your expression of interest for this position.