



Position	Warehouse Sales Account Manager
Location	Moncton, NB
Type	Fulltime – Days
How to Apply:	https://armour.hiringplatform.ca/processes/161731-warehouse-sales-account-manager?locale=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 Warehouse Sales Account Manager to join our team and contribute to the continued success and growth service offering in Canada. As a Warehouse Sales Account Manager, you will be responsible for cultivating and expanding customer relationships, driving revenue growth, and promoting our comprehensive suite of warehouse services. This role requires a keen understanding of the warehousing industry, excellent communication skills, and a proven track record in sales. Reporting to the Vice President of Business Development, the Warehouse Sales Account Manager will foster strong customer relationships with new and existing customers and contribute towards the sales growth of their warehouse needs.

Responsibilities:

- Identify and target potential customers within the warehousing industry through market research, networking, and cold calling.
- Generation and qualification lead to building a robust sales pipeline.
- Conduct effective sales presentations to showcase our warehousing solutions and services.
- Highlight the features and benefits of our offerings tailored to meet the specific needs of prospective clients.
- Build and maintain strong, long-lasting customer relationships.
- Understand clients' requirements and provide timely and effective solutions.
- Develop detailed proposals outlining the value proposition and scope of services.
- Engage in negotiations to reach mutually beneficial agreements.
- Close sales deals and achieve monthly and quarterly sales targets.
- Stay informed about industry trends, competitor activities, and market changes.
- Work closely with the operations and customer service teams to ensure seamless service delivery.
- This position will require some regular travel within the Maritimes, NFLD, and Ontario.

Qualifications:

- Proven experience in B2B sales, preferably in the warehousing or logistics industry.
- Strong communication and interpersonal skills.
- Ability to understand complex customer requirements and present tailored solutions.
- Self-motivated with a proactive approach to sales.
- Knowledge of warehousing and logistics operations is a plus.
- 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.

Education and Experience:

- Bachelor's degree in business, marketing, or a related field is preferred.
- 2+ years of successful sales experience in a relevant industry.

Employment Equity

Armour Transportation Systems is an equal opportunity employer and 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.