Business Development Executive

Lieu	Etobicoke, Ontario, Canada
Région	Région du grand Toronto
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Horaire	Temps plein
Statut	Non précisé
Langues demandées	Non précisées
Référence XTL	mgbqzAD1FP

Note sur la source

La source indique Etobicoke, QC ; la province est corrigée en Ontario, conformément à Etobicoke et au code postal M9W 1P1.

Texte de l’annonce originale

Summary

The primary focus of this position is to drive sales and profitability in support of the company’s ambitious growth strategy. This will be accomplished by researching, qualifying, and securing new business, as well as developing and implementing account development strategies within assigned regions, in alignment with corporate objectives

Responsibilities

1. Prospecting

Actively generate a high volume of leads through cold calling, networking, and leveraging professional and personal referrals.

Schedule and attend meetings with new and existing clients to explore net new business and share of wallet opportunities, as well as to foster and grow existing relationships.

Conduct regular prospecting activities, ensuring a minimum expected level of weekly client presentations and/or visits.

Lead business discovery to understand client business goals

Perform needs analysis to design tailored transportation, warehousing, and distribution solutions for prospective customers based on a clear and defined client value proposition

Present proposed solutions with value proposition to Directors or the VP of Sales for approval.

Build and maintain a robust network of external contacts to consistently uncover new business development opportunities.

Update and manage the prospective client database to ensure accurate and current information.

Regularly utilize and maintain sales tools, including Salesforce and LinkedIn Sales Navigator.

Stay informed about all service offerings of XTL to effectively address client needs.

Research and identify emerging market trends and opportunities to drive strategic business growth.

2. Closing

Meet and exceed company-defined sales targets and budgets for the applicable fiscal periods.

Prioritize customer needs by engaging in a consultative selling approach that clearly associates XTL services and strengths with client business goals; clearly communicate client value proposition back to client leadership

Demonstrate strong negotiation and closing skills to secure complex deals.

Negotiate rate and service agreements in alignment with pricing and corporate guidelines.

Ensure consistent follow-up with customers on opportunities, regardless of outcome.

Adhere to company SOPs when onboarding new clients, ensuring smooth transitions.

Coordinate and respond to client RFPs while ensuring timely submissions and adherence to deadlines.

3. Account Management and Development

Foster long-term client relationships to ensure sustained business growth.

Align with company-provided SOPs for Quarterly Business Reviews (QBRs) with applicable clients.

Manage contract renewals and price adjustments in a timely and efficient manner.

Educate customers on company systems and policies, addressing complaints and concerns when necessary.

Develop new business opportunities by creating strong relationships, generating fresh ideas, and identifying potential sales leads.

Actively participate in sales strategy meetings to drive business initiatives.

Stay informed on industry trends and issues to effectively engage with both existing and potential clients.

Leverage internal company resources to provide effective customer support and ensure client satisfaction.

Adhere to company SOPs for customer acquisition, submission processes, and tendering.

Prepare compelling PowerPoint presentations to communicate key business information.

4. Budgetary Responsibilities

Collaborate with Directors to establish individual sales budgets and targets that focus on business growth (both new and existing), addressing potential losses or declines, and driving return/margin growth, ensuring alignment with corporate growth objectives—subject to approval by the VP of Sales & Marketing.

Manage and report corporate expenses incurred, ensuring accurate and timely financial tracking.

5. Culture

Support and embody XTL’s core principles and company culture by embracing the values of LEAD WITH GRACE:

Leadership, Empowerment, Appreciation, Diversity, Work Ethic, Integrity, Trust, Honesty, Growth, Respect, Agility, Creativity, Excellence.

Performance Objectives

Sales and Revenue Targets: Meet or exceed quarterly and annual sales goals.

Client Engagement: Maintain a robust pipeline, achieving a set number of client meetings and presentations weekly.

Account Growth: Successfully onboard and grow new accounts, ensuring retention and upselling opportunities.

Operational Excellence: Ensure adherence to SOPs and timely, accurate documentation in Salesforce.

Collaboration: Work effectively with cross-functional teams, including Pricing, Operations, and Marketing, to achieve shared objectives.

Main Requirements and Competencies

Skills & Abilities

A minimum of 1–3 years of experience in Transportation, Distribution, and/or Logistics Sales and/or Operations.

Knowledge of specific markets such as Retail, CPG, Food & Beverage, Packaging, Pulp & Paper is strongly preferred.

Post-secondary degree or diploma

Excellent communication and presentation skills.

Strong understanding of business metrics – i.e. financial, operational

Strong strategic thinking and negotiation abilities.

Proven success in engaging senior-level decision-makers and building key relationships.

Goal-oriented, driven to achieve targets through self-motivation, persistence, and determination.

Advanced proficiency in office administration, including MS Office, Salesforce.com, and LinkedIn Sales Navigator.

Familiarity with industry-specific software and tools beyond Salesforce, such as TMS or WMS, is a plus.

Valid driver’s license and reliable transportation.

Ability to travel efficiently and legally within Canada and the U.S.

Resolution of Problems and Initiative

Manage an 8–12 month business cycle effectively.

Drive client issue resolution and internal coordination with urgency

Leverage client and internal escalation effectively and diplomatically

Demonstrate confidence and professionalism in customer-facing interactions.

Work Environment

The role entails approximately 25% travel within Canada and the U.S., with the remaining 75% office-based, subject to the discretion and approval of the Director of Business Development and/or the Vice President of Sales. Travel frequency may vary based on seasonal or cyclical sales demands.

Capable of working independently with minimal supervision.

Able to meet tight deadlines and perform under pressure.

Consulter l’offre et postuler

Annonce XTL détaillée

Tous les postes XTL

Date de fin de validité indiquée dans les métadonnées XTL : 2027-01-26. Les annonces peuvent être retirées plus tôt.

Texte de l’annonce publique reproduit dans sa langue originale, avec présentation adaptée. Les champs de synthèse et notes sont séparés du texte source.