



Business Development Representative

Overview:

The Business Development Representative is responsible for maintaining regular contact with existing customers and identifying and developing new business opportunities for the Tenold Group of Companies.

Responsibilities:

- Aggressive and proactive approach to the market, maintain current customer relations and develop new service-based opportunities.
- Service elements include: LTL, TL, flat, step, btrain, dry/cube van, strong BC/AB regional focus, as well as across Canada and the USA.
- Develop sales and marketing strategies that support the company goals for revenue, margin, and expense management. Working with all departments to achieve goals for business development and initiate marketing strategies that connect to the industry and our communities.
- Develop budget targets and new market segments that support year-round revenues less susceptible to seasonality or market shifts.
- Develop additional relationships for project type work (freight forwarders, engineering firms, general contractors, etc.)
- Work directly with the President of Tenold Group and establish KPI reporting that isolates areas of concern and highlights areas of success and develop strategies for both.
- Work closely with other department supervisors to challenge operational creativity (Logistics, asset-based operations, new service elements with capital requirements).
- Manage RFP, RFI requests and pricing strategies that create value to the organization.
- Support our company culture of diversification (both personnel and business), good corporate citizenship (support our teams and their families) and being a community ambassador (support community initiatives and needs).

Expectations:

Company information should be treated in a highly confidential manner. You have specific responsibilities and are expected to use your knowledge and skill to make a positive contribution to our corporate goals.

- Possess strong communication skills, be able to multitask and work under minimal supervision.
- Be able to work and thrive in a fast-paced team environment; be energetic; pleasant and willing to learn.
- Commit to new initiatives and programs that promote continual improvement and efficiency.
- Self-motivated with an entrepreneurial mindset.
- Foster a safe work culture for all procedures, including but not limited to:
 - wearing PPE if required.
 - reporting all injuries, claims or near-misses, unsafe or hazardous conditions.

Requirements:

- Minimum 5 years' experience in the trucking/logistics industry
- Minimum 5 years supervisory/management experience an asset
- Fluent with business software applications: Excel, Word, Crystal Reports and financial report analysis
- Formal training in Marketing, Sales and Business Administration an asset