

Business Development Executive

Do you thrive on hunting for new opportunities, engaging busy decision makers, and **CLOSING** them? Are you highly competitive and obsessed with winning?

If you said “Yes!” to all of these, then we have an opportunity for you. Here at FMI we are hiring the best, the sharpest and most motivated career professionals to join our business development team.

In this roll you will work with new and current customers to develop transportation solutions in LTL, Truck-Load and International supply chains. At FMI we believe in promoting from within and with the current growth plans and the acceleration we’re seeing in our business, strong performance in this role could lead to promotion to a Business Development Manager. In this dynamic role, excellent phone and email skills and the ability to quickly assess customer opportunities and needs, will be critical to your success.

We’re looking for go-getters with strong organizational and follow up skills who work well in a team environment. Prior lead generation or sales experience and a knowledge of supply chain will enhance your candidacy for this role. If this sounds like the type of environment in which you thrive, then we want to talk to you.

You Want to Do This

Develop and implement outbound sales and business development strategy, sales processes, structure, and best practices across the company.

Help create and prioritize strategic target account lists within a defined territory/industry.

Generate new leads, identify and contact decision-makers, screen potential business opportunities, and populate on a sales tracker.

Research and build new and existing accounts (adding new leads/contacts, sending emails, strategic cold calling).

Conduct cold-calling and warm-calling campaigns.

Maintain pipeline call tracker for weekly reporting in Sales pipeline meetings.

Conduct high level conversations with Senior Executives on prospected accounts

Mine, validate, and close leads coming into FMI from website enquiries.

Set up new client onboarding meeting with assigned operations team to “hand off” client.

Achieve monthly quotas of qualified opportunities and close ratios.

Manage proposal response process, including detailed RFP requirements and content creation with inputs from various internal and external sources.

You Know These Things Already

In your career you have been a solid sales performer with at least 2 years of successful sales track record.

You’re really good with clients and vendors/partners alike.

You are good at generating new leads through calling and email campaigns.

You have relevant experience in Logistics, Supply Chain and Transportation Management

You have experience in Social Media Marketing skill and PowerPoint presentations.

You have very strong client focused service skills and you're driven to help develop new business while working on relationships.

You have experience in building and nurturing a Sales Pipeline.

You're an innovative thinker and able to come up with new and useful ideas.

You Should Know This About the Job

Along with your salary, you'll have a Performance Incentive component, car and phone allowance.

You'll have plenty of incentives to continue learning and growing your skills through an Education Re-imbursement program and our support.

You can take advantage of the Annual Family Benefit program.

Working at a rapidly expanding company means you'll have plenty of interesting assignments, lots of diverse challenges, and opportunities for career growth.

We care about outcomes, and we like people who are results-driven.

We believe in teamwork environment, when one of us succeeds we all succeed.

We like creative problem-solvers and curious people.

Are You a Good Fit?

Think you've got what it takes? Are you ready to join a great team?

Does your career path include growing into the role of a high-performing Business Development Executive?

We're ready to hire the right person immediately!