



## ACCOUNT MANAGER

Midland Transport Limited has become a leader in the transportation industry by providing superior quality service to our customers. Our services include LTL, T/L, Courier Services, and Third Party Logistics/ Brokerage which provide the convenience of one-stop shipping.

Midland Transport is currently seeking an **Account Manager** for the Montreal area, and based out of our Dorval, QC Terminal location. Reporting to the Regional Sales Manager, the selected candidate will be a self-starter with a strong work ethic and a "Can Do" attitude.

### Qualifications:

- Education Required: Bachelor's Degree; a degree in Sales and Marketing is an asset
- Years of Experience Required: 2-5+ years of sales experience
- Transportation or courier industries is an asset
- Bilingual written and spoken in French and English
- Highly motivated and results-oriented individual
- Excellent communication and interpersonal skills with strong customer service focus
- Knowledge of transportation operations is an asset

### Key Responsibilities:

- Seeking and developing new business
- Achieving an aggressive territory revenue plan
- Managing an effective prospecting and target pipeline program
- Development of existing territory and relationships

### To Apply for this Career Opportunity:

Please apply online at [www.idijobs.ca](http://www.idijobs.ca) job #17002250

We appreciate your interest in our company! The initial review of applications will begin on the deadline date for applying. Applications received after the deadline may not be considered. Only those candidates selected for an interview will be contacted.

To learn more about our products and services, click [here](#).

 JDICareers  J.D. Irving, Limited  @JDICareers

 **Midland Transport Limited**  **Midland Transport**

 **@midlandtrucking**

*Midland Transport Limited is committed to the principle of equal opportunity in its employment practices and to providing an environment free from discrimination and harassment for all employees.*