



**CMA CGM CANADA INC.
JOB OPPORTUNITIES – ACCOUNT EXECUTIVE
Montreal, Toronto & Vancouver**

CMA CGM is looking for dynamic, driven Account Executives with proven Outside Sales experience in the industry to work in our Montreal, Toronto and Vancouver offices. The ideal candidates will be responsible for developing new business and increasing market share with the existing customer base.

POSITION SUMMARY DESCRIPTION

- Development of new business
- Increase CMA CGM market share with existing customers
- Grow the business of designated customer portfolio through close follow-up

ESSENTIAL DUTIES & RESPONSIBILITIES:

- Prospecting for new import and export customers
- Fulfillment of volume targets as determined in the sales budget and business plans
- Determine the service needs of prospective customers and present how CMA CGM service products match or surpass their needs
- Negotiation and closing of service contracts / rate agreements
- Maintain and expand the volume of business from existing customers working closely with the inside sales group
- Promotion of CMA CGM e-services
- Monitor the market and competition activities
- Market studies

Skill set required:

- 3-5 years outside sales experience in the Industry
- Proven sales track record
- Self-motivated, driven and able to work autonomously to achieve results
- Excellent oral and written communication skills
- Bilingual – English & French (for Montreal)

For all qualified candidates who are interested in applying, please submit your resume to Human Resources at cda.humanresources@usa.cma-cgm.com. We thank all candidates for their interest in working at CMA CGM; please note, only those selected for an interview will be contacted.

We are an equal opportunity employer.