



Inside Sales / Account Operations Manager

We currently have an immediate opening for an Inside Sales/Account Operations Manager, who will be responsible for providing value to our customers and suppliers

The candidate will also be required to expand our customer base.

The Inside Sales\Account Manager is responsible for:

- Achieving yearly volume and financial budget requirements
- Cold-Calling potential customers
- Supporting and assisting teammates when needed
- Communicating in a positive manner with all areas and levels - Customers, Suppliers, Management, and Teammates
- Negotiate rates with customers and carriers.
- Positive attitude making customers & carriers feel important and valued
- Establish a team atmosphere through positive interactions and participating in team building events

The successful candidate will have:

- Experience in Transportation Sales, Trucking Dispatch and/or 3rd party Logistics is an asset, we are willing to train the right candidate
- Inside or Outside sales experience
- Detail oriented and ability to work in a busy fast pace environment, superior organizational skills and dedicated to completing tasks in a timely manner.
- Excellent written and verbal communications skills (2nd language a plus)
- Proficient in Microsoft Office Suite
- Career College or University Education based on customer service and marketing would be an asset.
- Excellent verbal and written communication skills
- This is a salary plus incentive position

To apply, please send your resume to careers@steelesgroup.com

Have confidential questions? Inquiries held in confidence.

Call now: (587) 316-9831 for confidential discussion.

Sales & Marketing