

DHL Express Canada



Inside Sales Executive

DHL is looking to hire energetic, competitive candidates from all across Canada.

We are looking for Inside Sales Executives across the country to use their acquired sales acumen to progress further within DHL!

Your experience will be unique and personalized based on developmental and business needs.

Your performance will be the key to grow within the structure.

Training will be part of your development and at every stages you will have a chance to work closely with your peers and train, job shadow and formally present your understanding and growth within each role.

Responsibilities:

- Build relationships with potential and existing customers
- Research different business profiles and become familiar with B2B sales
- Coordinate with different departments on lead initiatives
- Generate and prepare weekly reports for management
- Before progressing onto different stages of the program, you will be expected to present your experiences and learning to upper management and peers

Candidate Criteria:

- Self-motivated and driven to plan and execute sales generation
- Outstanding phone presence with the ability to create rapport with prospective clients
- Commitment to exceed targets
- Ability to work in a fast-paced environment
- Proficient with Microsoft Office
- Geographically mobile (optional)
- Bachelor's Degree or equivalent is preferred
- Bilingual (French/English) is an asset

What We Provide:

- Professional development and solid career advancement opportunities – we want you to grow within DHL!
- Competitive yearly compensation + great commission structure that increases as you move up
- Comprehensive benefits package + rewards program
- 3 weeks annual vacation
- Relocation assistance (for residents outside of Ontario)

You will be working with a great group of people and go getters.

Stop thinking about a job, start your CAREER with DHL !