https://entouragesearch.com/job/solutions-specialist-southwestern-ontario-cambridge-kitchener-waterloo-guelph-london-windsor/?lang=en

Solution Specialist (Southwestern , Ontario)

Description

Solutions Specialist

Entourage Ressources Humaines – Entourage Human Resources Ontario, Canada (On-site) Save Apply

Solutions Specialist-Southwestern Ontario(Cambridge, Kitchener, Waterloo. Guelph, London & Windsor)

We are looking for potential candidates that live near these cities .

Build relationships. Grow business. Own your territory.

Entourage HR is recruiting on behalf of a leading transportation company for an experienced and results-oriented **Solutions Specialist** to join its sales team in **Southwestern Ontario**, covering **Cambridge, Kitchener, Waterloo, Guelph, London, and Windsor**.

This is an excellent opportunity for a **B2B sales professional** who excels at building relationships, developing new business, and managing strategic customer accounts. The successful candidate will work directly with key decision-makers to understand their transportation requirements, develop tailored solutions, and drive profitable business growth across an established territory.

Responsabilités

Key Responsibilities

Business Development & Account Management

- Develop new business opportunities and expand the customer base within the assigned territory.
- Dedicate approximately **30% of your time to new business development**, while maintaining, retaining, and growing existing customer relationships.
- Establish and maintain strong relationships with purchasing managers, logistics professionals, business owners, and senior decision-makers.
- Identify opportunities to increase customer spend and expand the company’s share of business within existing accounts.

Customer Solutions

- Meet regularly with customers and prospects to understand their transportation and logistics requirements.
- Recommend appropriate freight and transportation solutions aligned with customer needs, service expectations, and business objectives.

Organisation d’embauche
Entourage RH

Type d’emploi
Temps plein

Durée d’emploi
Permanent

Secteur d’emploi
logistics and sales

Lieu de travail
Ontario, Quebec, Canada

Salaire de base
80,000 $ - **Salaire de base**
100,000 $

Date postée
3 novembre 2026

Valable jusqu’au
30.09.2026

- Provide responsive, consultative support throughout the sales process and customer relationship.

Territory Management

- Develop and execute an effective territory sales strategy.
- Plan and manage weekly customer visits, sales activities, and prospecting initiatives.
- Maintain accurate records of customer interactions, opportunities, and sales activities.
- Monitor territory performance and identify opportunities for continued revenue growth.
- Collaborate closely with internal operations and service teams to ensure a high level of customer satisfaction and

Qualifications

Qualifications & Experience

- **3-5 years of successful B2B sales experience** or equivalent experience.
- Proven track record of **business development, prospecting, and account growth**.
- Experience managing and developing existing customer relationships.
- Strong relationship-building, communication, negotiation, and problem-solving skills.
- Highly self-motivated, results-oriented, and capable of working independently.
- Strong organizational and time-management skills.
- Comfortable conducting face-to-face customer meetings and managing a geographic territory.
- High School Diploma or equivalent.
- Valid driver's license with a satisfactory driving record.
- Experience in **transportation, logistics, freight, distribution, or another B2B environment** is considered an asset.

Avantages sociaux

What We're Looking For

We are seeking a professional who takes a **consultative and relationship-driven approach to sales**.

The ideal candidate is someone who:

- Builds credibility and trust with customers.
- Takes ownership of their territory and sales results.
- Understands the importance of both new business development and account retention.
- Is proactive in identifying opportunities and solving customer challenges.
- Follows through on commitments and delivers a high level of customer service.
- Works effectively with internal teams to ensure a seamless customer experience.

Compensation & Benefits

- **Competitive salary**, based on experience

- **Bonus/incentive structure**
- **Company-covered vehicle and fuel expenses**
- Opportunity to manage and grow an established territory
- Supportive internal operations and service teams
- Opportunity for long-term career growth within a leading transportation organization

The Opportunity

This is an opportunity to join a well-established transportation organization where **customer relationships, service excellence, and business growth** are at the center of the sales strategy.

You will have the autonomy to manage your territory, develop new business, strengthen existing customer relationships, and directly contribute to the company's continued growth across Southwestern Ontario.

Your territory. Your relationships. Your results.

Interested in taking the next step in your sales career? Apply today through Entourage HR.