



World Wide Logistics Inc.
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New Graduate Sales Program

This is an amazing opportunity for all new graduates who are interested in a career in sales and marketing. This program will fully equip you with all the skills and competencies required to become a successful sales professional. We are looking for a highly motivated individual, who has graduated in the past two years, to join our growing sales team. This program is perfect for an individual with eagerness to learn, strong communication skills, and is an effective negotiator. You will take part in a two-week onboarding process followed by 4 stages covered over 12 months.

4 Stages over a 12 month program

- Stage 1: Cold Calling
- Stage 2: Closing
- Stage 3: Maintain, grow and attract customers
- Stage 4: Account Management

Job Description

- Prospect for potential new clients and build a strong relationship with the clients
- Identify business opportunities with existing and potential clients
- Cold call within your target market to ensure a robust pipeline of opportunities
- Willing to travel to visit the customers for meetings and closing deals
- Meet potential clients by growing, maintaining, and leveraging your network
- Work with team to develop proposals that cater to the client's needs, concerns, and objectives while utilizing a variety of styles to persuade and negotiate effectively
- Participate in the entire sales process from pricing to developing pitches to closing
- Handle challenges and obstacles by clarifying, emphasizing agreements and working through differences to a positive conclusion
- Providing afterhours customer support via phone and email
- Perform additional duties as assigned

Ideal Candidate

- Graduated from a post-secondary institute in the past two years
- Confident, adaptable, driven
- Able to multitask and work in a fast-paced environment
- Competitive and a strong communicator
- Legally able to work in Canada

Compensation Package

- Competitive salary with lucrative commission structure and incentives
- Company cellphone
- Group benefits including vision, dental, medical insurance
- Annual bonus based on performance



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**WORLD
WIDE**
LOGISTICS INC.

NEW GRADUATE SALES PROGRAM

12 month program with 4 stages
to become a successful
sales professional

Closing



**Account
Management**



Cold Calling



Grow customer base



**National Account
Manager**

Ideal Candidate

GRADUATED IN PAST 2 YEARS
CONFIDENT
STRONG COMMUNICATOR
COMPETITIVE
DRIVEN
CAN MULTITASK
ADAPTABLE

Compensation

COMPETITIVE SALARY
COMMISSION
INCENTIVES
GROUP BENEFITS
COMPANY CELLPHONE
ANNUAL BONUS