

## **Business Development Manager**

The Toronto Port Authority is currently seeking a highly motivated Supply Chain Business Development Manager to market the Port of Toronto's logistics capabilities and facilities to potential users in the Greater Toronto Area. The goal of this role is to maximize the utilization of the Port's physical capacity and potential revenue through the development of customized flexible storage and distribution solutions for an array of clients.

### **Responsibilities will include but will not be limited to:**

- Prospecting, researching and developing relationships with potential clients that have a need for flexible storage and would significantly benefit from the Port of Toronto's close proximity to Toronto's downtown core
- Developing the marketing message and assist in the design of the marketing material that effectively communicates the Port of Toronto as an ideal logistics hub for which to service central Toronto
- Conducting sales calls and sales presentations to potential business clients
- Assisting with the design of supply chain solutions for potential business clients including material handling, storage, distribution and value-added services
- Coordinating with staff in operations, information technology and customer service to address client requirements and ensure client satisfaction
- Increasing business volumes while ensuring that the Port's core mission of servicing marine-related material handling requirements is optimized
- Securing new business as well as maintaining and growing current accounts
- Continuously seeking to upgrade the client mix to achieve long-term revenue growth and set the foundation for on-going investment

### **The ideal candidate should possess the following:**

#### **Experience Requirements**

- 5-7 years minimum experience in logistics sales preferably third-party public warehousing or contract warehousing
- Experience conducting business with senior supply chain executives
- Knowledge and experience selling a broad suite of integrated logistics services and an existing base of contracts in construction, high tech, healthcare or foodservice industries is preferred

#### **Skill Requirements**

- Effective oral and written communication skills
- Problem solving and analytical skills, as well as a strong attention to detail
- Strong growth and sales orientation
- Ability to multitask
- Competency with the Microsoft Office suite of software applications



## Education Requirements

- Bachelor's Degree (minimum)

## Compensation

The TPA offers competitive salary and benefits, which include:

- Defined benefit pension plan
- Medical and dental
- Life Insurance
- Long term disability plan

Please e-mail resume with covering letter to: [hr@torontoport.com](mailto:hr@torontoport.com), stating Business Development Manager in the subject line.

We thank applicants for their interest in the position. However, only applicants chosen for an interview will be contacted. The Toronto Port Authority is an equal opportunity employer.

## Company Description

### ***The Toronto Port Authority (TPA)***

*The TPA was established for the purpose of operating the Port of Toronto, one of Canada's major commercial ports. The Port Authority possesses legislated responsibility for all its port activities related to shipping, navigation, transportation of passengers and goods, and the handling and storage of cargo. It owns and operates the Billy Bishop Airport, the Port of Toronto (consisting of Marine Terminal 51, Warehouse 52 and the International Marine Passenger Terminal), the Outer Harbour Marina and the Works & Environmental Services Department.*

*The TPA is responsible for ensuring the safety and navigation of Toronto's waterways for both recreational boating and commercial shipping to Canada's biggest city.*

*The Port's close proximity to Toronto's downtown core provides it with a strategic location to store, stage and manage the just-in-time delivery requirements for business, industry and larger scale development and construction projects. The Port of Toronto is five minutes from downtown Toronto, Canada's financial, business and cultural centre. With 225,000 square feet of warehousing space and over 30 acres of paved marshalling area, the Port is ideal for long/short-term storage, warehousing and project staging.*

*Interested applicants are invited to visit the TPA website at [www.torontoport.com](http://www.torontoport.com) for further information about the Toronto Port Authority.*