

An exciting opportunity has opened up in our dynamic Transport team in Business Development. We are looking to significantly increase our sales and make a significant impact in the Midwest, Southeast and Mid-Atlantic Markets. We are recruiting a highly-motivated individual that has a passion for business and will help us meet our targets.

To be successful you will need to demonstrate a proven record of accomplishment in face-to-face sales, excellent communication skills and an ability to plan and organize your time effectively. Reporting to the Director of Business Development your primary focus will be on developing new business opportunities & helping to broaden our customer base. This is an excellent opportunity for someone with a solid sales background in the Logistics Industry.

Daily Responsibilities:

- New Business Development
 - Prospect for potential new clients and turn this into increased business.
 - Cold call as appropriate within your market or geographic area to ensure a robust pipeline of opportunities. * Meet potential clients by growing, maintaining, and leveraging your network.
 - Identify potential clients, and the decision makers within the client organization.
 - Research and build relationships with new clients.
 - Set up meetings between client decision makers and company's practice leaders/Principals.
 - Work with team to develop proposals that speaks to the client's needs, concerns, and objectives.
 - Participate in pricing the solution/service.
 - Learn a variety of styles to persuade or negotiate appropriately.
 - Present an image that mirrors that of the client.
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- Agent Network Development

Business Development – Midwest/Southeast/Mid-Atlantic

- Research and work to strengthen Agency relationships
 - Establish communication with current and potential overseas agent partners relative to operations, sales, and business development
 - Build relationships with key overseas partners and contacts
 - Learn and research specific target trade lanes of interest
 - Help to assist Agent Network qualification program
 - Assist in development of more formal process for agency agreements and package maintenance.
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- Client Retention
 - Present new products and services and enhance existing relationships.
 - Work with technical staff and other internal colleagues to meet customer needs.
 - Arrange and participate in internal and external client debriefs.
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- Business Development Planning
 - Attend industry functions, such as association events and conferences, and provide feedback and information on market and creative trends.
 - Identify opportunities for campaigns, services, and distribution channels that will lead to an increase in sales.
 - Learn and analyze the market and competitors, identify and contribute to the company's unique selling propositions and differentiators.
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- Development and Research
 - Submit weekly progress reports and ensure data is accurate.
 - Ensure that data is accurately entered and managed within the company's CRM or other sales management system.
 - Contribute to sales targets for individual and the team.
 - Track and record activity on accounts.
 - Work with marketing staff to ensure that prerequisites (like prequalification or getting on a vendor list) are fulfilled within a timely manner.
 - Ensure they are representing the company in the best light.
 - Participate in development training with other business developers and other internal staff.

Business Development – Midwest/Southeast/Mid-Atlantic

- Research and develop a thorough understanding of the company's people and capabilities.
- Understand the company's goal and purpose so that will continual to enhance the company's performance.

Desired Skills

- Networking, Persuasion, Prospecting, Public Speaking, Research, Writing, Closing Skills, Motivation for Sales, Prospecting Skills, Sales Planning, Identification of Customer Needs and Challenges, Territory Management, Market Knowledge, Meeting Sales Goals, Professionalism, CRM, and Microsoft Office.

Required Skills

- Minimum Education Level (4 Years College, Advanced Degree)
- 1-2 Years of Sales and Marketing experience
- Successfully Complete Required Background Check
- Fluent in English – Written and Spoken
- Computer Skills – Microsoft Office Suite (Basic, Intermediate or Advanced)
- Ability to sit for long periods of time
- Ability to use computer keyboard for long periods of time