

The Everest Group has been retained to recruit a **Director of Business Development / Sales, Freight Management**. Employer is a logistics division of an International marine transportation giant operating in over 100 countries. This \$1 Billion international logistics division provides a broad scope of supply chain management services/software solutions, including freight forwarding, warehousing, distribution, transportation, and consolidation/deconsolidation services. This Director of Business Development of Intermodal/Land Transport who will be responsible for selling logistics services throughout the US. **WILL CONSIDER VIRTUAL OFFICE.**

**Base Compensation Range: \$120,000 - \$250,000, plus aggressive commission program with accelerators, company car, executive benefits and full relocation provided.**

**Director of Business Development, Freight Management**

The Director of Business Development/Sales will develop and grow Freight Management Services through face-to-face sales interactions nationally. The sales emphasis will be on implementing logistics programs that utilize carrier contract negotiation, LTL optimization, TL management, route management, carrier invoicing/audit services and 3<sup>rd</sup> party labor/management support. Promote usage of other transactional services such as Truck brokerage and intermodal services.

Responsibilities include:

- Develop relationships with "C" level logistics and finance contacts in client organizations to allow the company to sell the features and benefits of the overall Freight Management offering.
- Obtain historical shipping data from potential customer to create competitive service and pricing programs.
- Validate customer's external/Internal communication, and operating requirements to create applicable logistics processes and procedures.
- Manage profitable growth within the existing business base while generating new business from new customers.
- Provide specific customer insight and logistics expertise to accountable operating/pricing personnel to drive successful service implementation and customer satisfaction.
- Maintain close communication with current clients and Operations Management team to ensure uniform understanding of customer expectations relative to operational solutions, timeline, cost, and execution.
- Responsible for overseeing all aspects of implementing new services to new accounts and/or adding additional services to existing accounts.
- Evaluate competitor service offerings to determine initial company service offerings.
- Provide world class service through ensuring cohesive/productive relationships between client and all other functional areas of the company.
- Maintain up-to-date account information including names, address, key contacts, and phone and fax numbers for all accounts in the assigned sales territory.
- Responsible for all aspects of contract negotiations, implementations, and ultimately maintaining world class service and communications internally and externally.

**Requirements**

- 10+ years of Sales/Business Development experience, specifically all aspects of freight management.
- Supply Chain management experience domestic and international.
- Extensive experience in creating and delivering service and pricing presentations for the mid to large customer base.
- Comprehensive understanding of end-to-end Freight Management and logistics services.
- **Closed long term multi-million dollar contracts on a consistent basis annually, minimum \$7 million/year.**
- **Consistently achieving bonus/commissions of \$75K plus annually.**
- Expert in developing major national accounts, providing warehousing and transportation solutions.
- Must be a big game hunter.
- BS Degree.

Please send resumes to **Matthew Albanese** at [malbanese@mrglendor.com](mailto:malbanese@mrglendor.com)