

Business Development Sales Manager

Mid sized diversified international Logistics Company looking for a highly motivated Business Development Sales Manager to foster and develop new business relationships. We are looking to continue our success by enlarging on our current business model of warehousing, distribution and transportation to one of international market growth. This position will be based in the Seattle area. This is not limited to marketing or sales but encompasses the building and coordination of the complete supply chain model including freight forwarding, NVO operations, and site location for additional business units throughout North America. We are looking for an aggressive, self-starter, with excellent prospecting and closing skills to obtain new business. We require 7 years minimum experience in value added or dedicated logistics development. Also required is a demonstrated background growing and directing a full service logistics organizational structure. Knowledge of global markets is preferred. Applicants must be proficient in MS Word, Excel, Power Point and Outlook.

The ideal candidate should possess the following:

- Knowledge of Import/Export/Domestic Services as it pertains to Logistics services
- Knowledge of Custom House Brokerage
- Distribution & Warehousing
- Freight Forwarding
- NVOCC
- Strong aptitude in start up operations
- Bachelor's Degree required
- Effective oral and written communication skills
- Problem solving and analytical skills, as well as a strong attention to detail
- Strong growth sales and operations orientation as it pertains to supply chain logistics services
- A competitive and career oriented mindset

Responsibilities will include but not be limited to:

- Define and develop opportunities for acquisitions or partners within the supply chain to enhance our growth potential
- Developing and expanding all aspects of the supply chain involving import, export and domestic cargoes.
- Prospecting, researching, and developing relationships with customers and partners in the logistics market place
- Development of supply chain operations for potential business clients
- Conducting sales calls and sales presentations to potential business clients
- Entertaining current and prospective business clients
- Ultimately securing new business as well as fostering current accounts
- Travel Require, Minimum 25%

The ideal candidate will have a high level of energy and enthusiasm and will be the sort of person who 'lives to work' rather than 'works to live'.

This position offers a competitive base salary with bonus program and benefits package, as well as offering upward mobility within the company. If you are an energetic, self-motivated individual with the drive to become part of a growing organization, do not hesitate, respond today!

Only those who are qualified and seeking a long-term relationship with a reputable, well established organization need apply. Please send salary history and salary requirement to:

hr@pcc.cc