



## **Business Development Manager**

### **JOB SUMMARY:**

Develop new Domestic and International Ocean and airfreight business on behalf of Allstates WorldCargo, Inc. Analyze needs to create logistics solutions for the customers and commitment to service excellence. Provide comprehensive transportation solutions for the customers. Maintain existing business volumes while prospecting for new business opportunities within a specific sales territory. Successfully market our transportation services as well as our warehousing and distribution services. Attain revenue goals set for assigned sales territory.

### **PRINCIPAL DUTIES AND RESPONSIBILITIES:**

- Plan weekly sales calls
- Create a target sales list
- Solicit new business opportunities
- Maintain current business
- Increase revenues
- Improve profitability
- Assist with Requests for Proposal (RFP's)
- Prepare Standard Operating Procedures (SOP's) for customer instructions
- Identify new business opportunities within a specified territory by cold calling
- Follow up on all sales leads
- Participate with pricing analysis
- Prepare and execute sales presentations
- Participate in sales meetings
- Entertain key customers
- Utilize expense account according to company guidelines
- Complete reports in a timely manner
- Utilize Salesforce.com
- Other duties as assigned.

### **JOB REQUIREMENTS:**

- Self-motivated
- Excellent organizational skills
- Strong experience in transportation industry/sales
- Exceptional interpersonal skills
- Proven record of sales success
- Existing customer base and an established network of contacts

## **BUSINESS DEVELOPMENT JOB DESCRIPTION: (continued)**

### **EXPERIENCE & EDUCATION:**

Bachelor's Degree required and/or minimum of 5 years of related work or industry-related experience.

### **SPECIAL SKILLS/KNOWLEDGE:**

- Good verbal and written communication skills
- Ability to effectively plan and organize appointments and meet reporting deadlines
- Excellent networking skills a must
- Participation in industry-related organizations

**This position profile identifies the key responsibilities and expectations for performance. It cannot encompass all specific job tasks that an employee may be required to perform. Employees are required to follow any other job-related instructions and perform the job-related duties as may be reasonably assigned by his/her supervisor.**