

Business Development Analyst

(Global Supply Chain)

Baltimore, MD 21230 (Locust Point, McHenry Row)

Searching for a rock on which to view the vast ocean of your career?

In a modern world where expertise is often devalued, Shapiro stands strong at 104-years old. We're so compliant, that US Customs learns from us!

We take pride in the continuous development of our employees and our Business Development Analyst role provides the perfect blend of support, teamwork, individuality, risk and reward as a recipe to jumpstart your business development career on the most solid foundation possible.

Though we are ready to be your rock, Shapiro is not your grandpa's shipping company. We have a track record of transparency, developing employees, and investing in our work environment like office space and technology. Our Paid Time Off policy is one of the most competitive in the country.

Is there a seat on our boat for you? Want a career, not just another job?

JOB DESCRIPTION

Typical duties include:

- Performing in-depth research and analysis on strategic sales targets.
- Using information gleaned from analysis and marketing tools to establish contact with prospects in a meaningful way with the end goal of setting appointments for the Sales staff.
- Providing executive level summaries and reports for all procured meetings.
- Over time, consulting with importers/exporters on how to expand and manage global logistics by finding Shapiro's place in their global supply chain.
- Work in conjunction with Business Development Manager to develop meaningful sales campaigns and to track subsequent success of selected campaigns.
- Act as the key CRM stakeholder from an administrative perspective (updating sales activity, tracking all records and customizing the system as necessary). Initial in-depth training will be provided by the Marketing and Business Development Manager.
- Provide sales support to all reps by assisting with quotations and compiling meeting materials as necessary.

SKILLS

- Strong knowledge of and interest in domestic and international geography.
- Proficiency across various social media platforms and a desire to play sleuth (internet savvy).
- Must be able to work both independently and with others in a supportive role where you maintain cohesiveness.
- Strong computer/tech skills (Excel, Office, proprietary databases).
- Must be resourceful, flexible, organized, detail-oriented, and team-oriented.

EDUCATION AND EXPERIENCE

- Prior CRM experience preferred, but not required.
- 1-2 years of business development experience preferred and/or comparable internship experience OR 2-4 years of experience in international logistics.
- Prefer four-year, BA/BS degree in International Business, Supply Chain Management, Logistics, Business Administration, Marketing and/or equivalent work experience.
- Exposure to international logistics and supply chain a plus.

ABOUT SHAPIRO

Shapiro is a third-generation family-owned international shipping and logistics business, founded in 1915. For over a century, Samuel Shapiro & Company, Inc. has provided full door-to-door capabilities and proudly serves as a one-stop-shop for Customs brokerage and international freight forwarding services. It's simple – We Deliver. Problem Solved.

CONTACT US!

Please send all resumes via email to:

Rich Lucas, Talent Acquisition / Recruiting Manager: rich@shapiro.com