

Director, Regional Commercial Development

CUSTOMS BROKERAGE / GLOBAL LOGISTICS

Norfolk/Richmond, Virginia

Shapiro seeks “closers” who understand selling Customs brokerage & forwarding services (clearance, compliance, audits, international logistics solutions, POM) to mid-sized customers and securing new business opportunities that are truly beneficial for everyone involved.

Our inside business development team is revolutionizing the way that such critical support is provided to our commercial development group when pursuing opportunities in this ever-changing environment. We are big on technology, investing time in leads, and positioning Shapiro in front of the client. Come work in a sales role for one of the most respected global logistics firms in the country.

JOB DESCRIPTION

The current marketplace demands greater analytical abilities, along with the maturity to understand the balancing act (and value) of obtaining new clients in this age of competitiveness. Do you listen to voice mails anymore?

Our hybrid inside/outside-sales-combo approach is progressive. And that should motivate you.

Once we determine parameters, you'll sell Shapiro to a variety of importers and exporters handling a wide range of consumer products and commodities.

We're seeking a track record of customer-side brokerage sales with an inclination to balance research (detective) alongside a personality that screams external sales: Dance with the clients if you must! We do.

Examples of duties include:

- A Director, Regional Commercial Development is responsible for closing (and hunting) new business in regional markets according to the company's strategic focus. Company targets the “right” customer over just any potential leads. We don't want the White Pages.
- Over time, consult with importers/exporters on how to expand and better manage their global logistics programs by positioning Shapiro's services. And close them.

SKILLS

Ability to remain engaged and focused. Excellent written and verbal communication skills. Ability to generate creative solutions and/or problem-solve. Know the process and then think outside of the box.

*Project management skills to handle a variety of customers on your desk. Ability to utilize current tech tools to increase efficiency and innovate solutions.

- Strong computer/tech skills (Excel, Office, proprietary databases).
- Must be resourceful, flexible, organized, detail-oriented, and team-oriented.
- Ability to effectively communicate with a variety of contacts, vendors, and departments required (internal and external customers).
- Reliable. Punctual. Organized.
- Discipline to implement and follow Standard Operating Procedures.
- Team player able to build trust and prove dependability.
- Critical thinker. Aptitude to be cross-trained and contribute.
- Ability to handle various tasks simultaneously under high pressure and within demanding time constraints.

EDUCATION AND EXPERIENCE

- Proven ability to close targeted business
- Must be progressive with tech, writing, and communication skills.
- 5+ years of sales experience.
- Prefer four-year, BA/BS degree in International Business or Supply Chain Marketing / Logistics or equivalent.
- Strong knowledge of domestic and international geography.
- PC proficiency, including Microsoft Office, databases, software, web-based applications, CRM, and vendor's systems.
- Proficiency of interactive social media platforms.
- Ability to work independently.
- Ability to consistently meet deadlines and maintain steady performance and enthusiasm in a dynamic, time-sensitive work environment.
- Must be able to work both independently and cohesively with others in a supportive role. Ability to organize and schedule a high volume of work, and to react promptly to last minute changes in priorities.
- Good administrative proficiency and customer service skills.
- Ability to prepare detailed, effective presentations and marketing materials.
- Continual attention to detail in composing and proofing materials.
- Willingness to travel.

ABOUT SHAPIRO

Samuel Shapiro & Company, Inc., a third generation family-owned business founded in 1915, provides creative and flexible logistics services. With multiple port locations, over 150 employees, and worldwide strategic alliances, Shapiro is the supply chain partner that delivers customized, compliant, and reliable solutions to address its customer's specific import and export needs. Only Shapiro has an experienced and personable staff that truly cares and commits themselves to proactively achieving its customers' business goals.

CONTACT US!

Please send all resumes via email to:

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