

Sales Development Representative

(Commission plus base! Customs Brokerage & Freight Forwarding)

Ahoy, Matey. All hands on deck! Join Shapiro's treasure hunting crew to uncover vast riches hidden around the seas & shores of the world.

Seeking a freight forwarder with business development, sales, and/or pricing support experience finding and contacting new customers within the customs brokerage and freight forwarding industry ONLY.

Remote outbound sales/business development position with a mature global logistics leader, base + commission.

States (only) for remote work: We are based in MD and SC, but you can live in FL, NJ, PA, NY, NC, GA, or VA (9). Headquarters is Locust Point, Maryland (in Baltimore County).

Our Sales Development Rep role will be key to a business development and sales development "process." Create a warmer cadence and content giving system. Experience sought using tools like Hubspot, CIENCE, Sales Loft, and Engage for business development, lead generation, and door cracking.

Can you REALLY get me to read your emails?

Did you crack the cadence code that stops ticking people off and truly offers them solutions?

Can you warm up a cold outbound channel with your various avatars?

Heck...can you learn, dig, position, and set the appointment?

In a world facing new challenges, a nimble but steady ship is more important than ever ... to give you the balance needed to be creative, set appointments, and position Shapiro in front of importers/exporters so that you can make money!

Is there a seat on our boat for you?

B2B sales: Our clients are importers/exporters, so it's business to business. Excellent people. Quirky. Creative. And DRIVEN.

TYPICAL DUTIES:

- Operate strategic sales campaigns that drive new business and increase profits from existing accounts. Utilizes trade data subscriptions and other creative market research methods to proactively identify and qualify sales leads that feed marketing campaigns.

- Provides administrative support for sales representatives as needed.
- Administers CRM by entering and updating leads, as well as making necessary system changes and updates.

EDUCATION AND EXPERIENCE:

- Educational background: Bachelor's degree or equivalent combination of educational + work experience, with a focus in Marketing preferred or Supply Chain Logistics/International Business foundation. Seeking 2-3 years of business development or sales experience. 2-3 years of supply chain or logistics preferred.

SKILLS:

- Proficient in Microsoft Windows, Microsoft Office products and Adobe products.
- Proficiency in interactive social media platforms.
- Ability to consistently meet deadlines and maintain steady performance.
- If you read this far, please respond in your email with the word "BANANA."

Shapiro is a third-generation woman-owned international shipping and logistics business, founded in 1915. For over a century, Samuel Shapiro & Company 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, Corporate Recruiter: rich@shapiro.com