

SALES

FREIGHT FORWARDING

Director, Regional Commercial Development

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).

Uncapped commission. Aggressive hunters will be aggressively compensated. Shapiro stands strong at 108-years old, but we're not your grandpa's shipping company. In a world facing new challenges, a nimble but steady ship is more important than ever.

PLEASE DO NOT APPLY IF YOU'RE NOT IN FREIGHT FORWARDING SALES, SDR, BUSINESS DEVELOPMENT, OR SALES SUPPORT.

- **8+ years ocean freight forwarding and rates experience.**
- **2+ years customs brokerage experience.**
- **5+ years sales & business development experience.**

Don't sell me a pen; sell me a FCL lane out of Turkey or Vietnam. Don't chase containers on I-95 ... be strategic. You have space to roam.

Shapiro seeks "closers" who understand strategic selling of Customs brokerage & forwarding services (trade lanes, clearance, compliance, audits, international logistics solutions, POM).

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 products and commodities. We're seeking a track record of customer-side sales with an inclination to balance your BD research, lead generation, & using our BD team along with your personality that should scream external sales: Dance with the clients if you must!

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 chaos.

For all telecommuters, there will be required training in the office with occasional visits for meetings. We have a track record of transparency, developing employees, and investing in our work technology. Our Paid Time Off policy is one of the most competitive in the country for new hires.

JOB DESCRIPTION:

Our external sales rep, the Regional Director of Commercial Development, is responsible for new business in regional markets according to the company's strategic focus. Shapiro targets the "right" customer versus just any potential leads. We don't want a foot long receipt. Consult with importers/exporters on how to expand and better manage their global logistics programs by positioning Shapiro's services. And close them.

Hunt and close.

SKILLS: Ability to remain engaged and focused. Excellent written and verbal communication skills. Ability to generate creative solutions and/or problem-solve. *Project management skills to handle a variety of customers on your desk. Ability to utilize current tech tools to increase efficiency and innovate solutions.

- Very strong computer/tech skills (Excel, Office, proprietary databases).
- Critical thinker. Must be flexible, organized, detail-oriented, and team-oriented.
- Ability to effectively communicate with a variety of contacts, vendors, and departments required (internal and external customers).

EDUCATION AND EXPERIENCE

- **8+ years ocean freight forwarding and rates experience.**
- **2+ years customs brokerage experience.**
- **5+ years sales & business development experience.**
- Excellent written and verbal communication skills required for quoting, vendor management, and customer interaction with our internal business development team.
- Proven ability to close targeted business.
- Prefer four-year, BA/BS degree in International Business or Supply Chain/Logistics or equivalent.
- Strong knowledge of domestic and international geography.
- PC proficiency, including sales software, Microsoft Office, web-based applications, CRM, and vendor's systems.
- Proficiency in interactive social media platforms.
- Need admin proficiency and customer service skills (internally and externally).
- Ability to prepare detailed, effective presentations and marketing materials. Continual attention to detail in composing and proofing materials.
- Willingness to travel. Not road warrior level.

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! Rich Lucas, Corporate Recruiter rich@shapiro.com