

DIRECTOR OF GLOBAL BUSINESS DEVELOPMENT

Summary

Drive sustainable financial growth through boosting sales and forging strong relationships with clients, primarily in the international retail/fashion/apparel vertical, with an emphasis on international air freight sales.

Responsibilities

- Responsible for new business development including but not limited to the research, identification, prospecting, development, close and on-boarding of new clients.
- Identify new markets and client needs.
- Meet and follow up with prospective and existing clients.
- Build long-term relationships with new and existing clients.
- Coordinate and prepare bids.
- Provide market and client feedback to the Leadership team.
- Domestic and possibly some international travel required.

Qualifications

- Strong background in the international retail/fashion/apparel vertical, with an emphasis on air freight sales
- Proven ability to prospect and penetrate major account business throughout the continental USA
- Current contact with known prospects within the retail/fashion/apparel vertical, other vertical expertise potentially a bonus
- Location of candidate is open and negotiable
- Ability to coordinate with overseas and USA counterparts to manage and develop multinational accounts
- Strong presentation and business development skills
- Market knowledge
- Time management and planning skills
- Communication and negotiation skills
- Ability to establish targets for development and work independently and with Wen-Parker Logistics global team members to develop accounts

Interested candidates should send resumes to info@wen-parker.com