



Seafrigo Group

The Seafrigo Group is an expert in the field of food logistics (sea freight, perishable air freight, warehousing, road transport, container drayage). Present in France and internationally, Seafrigo has its own infrastructures in 20 countries as well as a network of partners on a global scale. A fast-growing company with more than 1,300 employees, Seafrigo is today recognized for its flexibility, dynamism and proximity.

JOB OFFER

Freight Forwarding Business Development Manager - \$130K-\$180K+

Seafrigo USA is looking for a flexible, energetic, and motivated professional for a Freight Forwarding Business Development Manager position. You will be working for a world leader in "one stop shop" solutions from freight forwarding to customs brokerage, from warehousing to domestic transportation, so experience in the freight/warehouse industry will set you apart. Seafrigo deploys unique solutions that allow our customers to optimize the supply chain of their food products. We would like to invite you to apply to be a part of this amazing company.

The primary responsibility of the role is to create and execute a strategy for Freight Forwarding business development in line with Seafrigo USA and overall company strategy for the Freight Forwarding business. The Freight Forwarding Business Development Manager will develop and maintain profitable business as well as further leverage a base of existing customers. This key position will be an anchor for the regional growth ambitions for the Seafrigo Group, establishing new trades, routes and products.

This position may be based in Elizabeth, NJ, or in Los Angeles, Chicago, Miami or San Francisco. Compensation will be commensurate with experience and ranges from \$120,000 to \$180,000 and higher, including base, commissions and any company bonuses.

*Are you ready to take on this challenge?
Apply from our « working at Seafrigo » web page!*

www.seafrigo.com





Your Essential Duties & Responsibilities:

- Determine the commercial freight forwarding strategy in conjunction with VP/Head of Freight Management Sales
- Execute the strategy and direct the business development process (tender analysis, costing, pricing and service offering).
- Actively identify and pursue new sales opportunities (prospects and current customers)
- Develop and implement strategies and tactics to increase revenue flows.
- Ensures effective customer relationship management and customer retention.
- Promote new customer relations within the Seafrigo Group.
- Monitor market trends and competitor activity to identify new business opportunities (acquisition, new services, business partners)
- Managing, and achieving Gross Profit and Volume budget.
- Provide structure and focus, and develop trades in line with, Seafrigo Group objectives.
- Provide periodic reporting of sales activities.
- Sales administration: Update and maintain all relevant information about customers and sales activities

Your Knowledge, Skills & Abilities:

- Steamship line contact network and experience with carrier negotiations a plus
- Developed knowledge of Airfreight solutions
- Proven record of growing business and starting new accounts.
- High level negotiation experience
- Experience with Reefer and cold storage logistics a plus
- Languages: Fluency in spoken and written English
- A self-starter, who enjoys a broad range of activities.
- A hands-on, pragmatic, highly service orientated mindset
- Highly developed interpersonal communication skills
- A natural relationship builder

Your Previous Experience:

- Bachelor level education and/or commensurate experience
- Minimum of 10 years relevant experience in Ocean Freight Forwarding with developed Operations experience

Seafrigo Offers:

- Medical, dental and vision benefits
- PTO and sick leave
- 7 holidays/year
- 401K with matching
- Annual Performance Bonus

Seafrigo is an equal opportunity employer. We celebrate diversity and are committed to creating an inclusive work environment for all employees.

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