

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 25 countries** as well as a network of partners on a global scale. **A fast-growing company with more than 2,000 employees**, Seafrigo is today recognized for its flexibility, dynamism and proximity.

JOB OFFER

Vice President of Business Development - USA

The **VP Business Development/CCO USA** plays a lead role in driving the **Seafrigo USA brand, service offerings and expansion**. This position will lead and grow a **team of focused commercial professionals including field and inside sales, pricing, marketing & communications**. Working closely with the **Regional CEO, the US Leadership Team, and the group network**, the **VP Business Development will ensure that the commercial strategies across all product groups are leveraged, connected, and properly executed**.

Your Essential Duties & Responsibilities:

- Define and embed the Commercial Strategy of Seafrigo USA across all products and execute in coordination with the CEO USA
- Close collaboration with product heads in the US and within the group to define, support and enable execution of the sales strategy and priorities.
- Development and monitoring of the annual sales plan that aligns and underpins the strategy to achieve business objectives over the short, medium, and long term, both locally and in partnership with the Seafrigo Group network.
- Define, support and ensure execution of marketing and communications activities.
- Fully leverage all enablers for sales growth across the business, ensuring that potential is maximized to drive profitable revenue and sustainable growth, e.g., identifying and securing new business and sales opportunities to ensure business growth.
- Ensures strict adherence to and development of CRM.
- Oversight of show planning, attendance and ROI
- Apply the insight derived from relevant data to measure and improve sales performance.
- Ensuring training, processes and structures are designed and implemented to support client experience centricity.
- Streamline processes and procedures to ensure that they are efficient and effective.
- Ensure internal control procedures are implemented and closely monitored.
- Track competitor and industry trends, ensure best practice implementation.
- Develop and interpret organizational goals, policies, and procedures.
- Evaluate the team structure and plan for continual improvement of the efficiency and effectiveness of the Seafrigo USA sales team.



- Lead and develop team through constant feedback & communication, goal setting & performance evaluation, learning and development initiatives, career planning and mentoring.
- Act as ambassador for Seafrigo USA in interactions with external stakeholders, including customers and professional associations and industry events.

Qualifications:

- Senior executive with extensive experience gained in progressive commercial roles in Freight Forwarding and/or in 3PL, managing a customer orientated commercial organization with P&L responsibilities.
- Extensive knowledge of end-to-end supply chain solutions, covering Air & Ocean Freight, Transportation and Warehousing.
- Knowledgeable about Temperature Controlled logistics and/or Reefer Freight services supporting the Food & Beverage industry.
- Proven experience in elevating brand positioning and market penetration.
- An inspirational leader who can connect and inspire peers, partners and reports and is able to engage with stakeholders throughout the network to deliver results.
- Proven track record in building high performance teams.
- Strong business acumen, numerical agility and forward-thinking.
- Advocate of best practices, sharing across teams and through the network.
- Excellent communication and presentation skills – highly credible facing the C-level client audience.
- Developed systems skills, committed to leveraging data and CRM.
- Fluent in written and spoken English

Seafrigo Offers:

- Medical, dental and vision benefits
- PTO and sick leave
- 7 holidays/year
- 401K with matching
- Annual Performance Bonus
- Hybrid Work from Home available after initial training

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

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

www.seafrigo.com

