

**Job Title**

Business Development Executive

**Based**

United States (remote)

**The Company**

Jaguar Freight Services - The Freight Architects™ - Licensed Freight Forwarder and NVOCC

Our Vision: Powered by Technology, Backed by Humans.

Our Mission: We deliver excellence, so you can.

Jaguar Freight Services provides customized solutions to our clients' evolving needs – that is why we call ourselves - The Freight Architects™.

Jaguar Freight provides exceptional supply chain solutions through a combination of unique technology solutions and world-class customer service to a broad range of clients.

Widely recognized as an industry leader, Jaguar's unique Cyberchain™ program is a logistics management tool allowing clients to focus on managing their business, while assisting to control core supply chain activities. Cyberchain™ provides real time information from purchase order through to delivery by integrating with carriers, government agencies, and client ERP's to deliver a holistic view of the global supply-chain.

**The Role**

Jaguar is expanding its global business and is seeking an innovative and energetic Business Development Executive to expand our market share in North America by effectively selling our services And unique "Freight Architect" approach to international exporters and importers in our targeted verticals.

The role has 3 primary responsibilities:

- Prospecting and Lead Generation
- Research and Vertical Market Analysis
- Onboarding Support for new clients

The Business Development Executive will support in identifying, qualifying, and securing new customers and will be responsible for developing new sales in targeted verticals and strategic markets. The expectation of this role is to support the Business Development Managers in developing targeted verticals. The Business Development Executive role is a developmental role with the goal of demonstrating capability to be promoted to a Business Development Manager and own an industry vertical, completing full cycle sales. Jaguar will provide training, coaching and a learning journey to assist with skills development. This position will report directly to the VP of Sales and Client Relations. In line with our WFA (work from anywhere) model and distributed workforce, the position is remote in the United States.

## **Responsibilities**

- Researching and generating new leads through outbound prospecting
- Responding to Marketing Qualified Leads (MQLs) and qualifying leads for Sales
- Running outbound campaigns (phone calls, emails, etc.) to create sales opportunities
- Contacting potential clients to establish rapport and arrange meetings.
- Researching organizations and individuals to find new opportunities.
- Developing market research on key verticals and converting this information into actionable business development activities
- Responsible for meeting or exceeding monthly quotas for Sales Activity and Outputs
- Assisting in the onboarding process of new clients – Demos, Onboarding Paperwork, Ensuring Client Commitments thru Jaguar’s Client Collaboration Plan
- Managing virtual and in-person sales meetings
- Maintaining client activities in CRM
- Committing to your own development and growth

## **Essential Requirements**

- 5+ years of experience in high volume selling
- Experience working in logistics industry preferred, specifically, knowledge of international ocean and air freight industry
- A positive “can do” attitude and willingness to structure “win-win” deals which embrace our Freight Architect philosophy.
- The ability and tenacity to identify, nurture, and convert sales prospects.
- Good communication skills both externally with clients and internally to others within the organization
- A leaning towards action and demonstrable ability to set targets, meet and stretch them.
- Self-motivated and collaborative attitude where you will work towards achieving new goals in a creative & enthusiastic way
- Ability to flourish with minimal guidance, be proactive, and handle uncertainty.
- Highly coachable, eager to learn and grow
- Taking a growth mindset to the role with a high level of resilience & commitment
- Knowledge of the email & online marketing space also preferred but not required
- A proficiency in the use of Microsoft Office (PowerPoint, Excel)



## **Compensation & Benefits**

The successful candidate will be eligible for the following:

- Work-From Anywhere (WFA) Program
- Competitive Salary
- Commission and Profit Share structure based strongly around performance.
- Reimbursement for business expenses (laptop, telephone, travel, etc.) and setup for home office
- Health insurance
- 401K
- Paid vacation (in-line with current HR policies)