

**Job Title**

Business Development Manager

**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 Manager 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 target verticals.

The role has 3 primary responsibilities:

- Business Development / New Logo Sales
- Market Development of Defined Vertical
- Full cycles Sales – Prospecting to Onboarding

Business Development Managers are responsible for developing key verticals within our business and securing new customers to add to our existing customer base. The Business Development Manager will be responsible for developing new sales in targeted verticals and strategic markets. The expectation of a Business Development Manager is to become a subject matter expert (SME) in your vertical guiding and shaping the sales, marketing and brand development activities needed to secure new business. 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**

- Owning the sales lifecycle from prospecting to onboarding and completion of new billing client (First Shipment)
- Demonstrating Cybertrax™ Technology to Prospects as Part of the Structured Sales Process
- Demonstrating the full suite of capabilities of Cyberchain™ to Prospects
- Preparing and delivering pitches and presentations to potential new clients
- Working across all internal departments to successfully deliver new/profitable revenue for Jaguar Freight Services, while fostering a collaborative environment within the business as a whole
- Working with Business Development Executives guiding and directing their outbound prospecting and market development plans.
- Communicating with clients to understand their needs and offer solutions to their problems
- Creating positive, long-lasting relationships with potential clients
- Developing and presenting proposals customized for each client's specific business needs
- Executing an effective hand off of new clients to the Client Relations team
- Ensuring excellent customer service through regular client follow up and meeting client expectations
- Developing rapport with key decision makers with a focus on developing contacts at the C-Suite level

### **Essential Requirements**

- 10+ years of experience in strategic or consultative selling
- Experience working in logistics industry required, specifically, knowledge of international ocean and air freight industry
- Strong presentation skills and ability to communicate effectively via virtual selling (Zoom, Virtual Meetings, etc.)
- Demonstrated track record of developing markets and becoming an SME within specific vertical.
- Ability to travel as needed for client meetings or in person events
- Demonstrate ability and tenacity to close new business on regular basis (2 new businesses per month)
- Maintain and add to a healthy pipeline of sales opportunities
- 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
- Uncapped 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)