

JOB DESCRIPTION

JOB TITLE: Senior Business Development Manager
DEPARTMENT: Business Development
PEOPLE LEADER: Director of Business Development

EXEMPTION STATUS: Exempt
EEO-1 STATUS:

JOB SUMMARY: EASE Logistics is looking for a motivated and results-driven Senior Business Development Manager to join our growing team. In this position, you will be responsible for generating leads, qualifying prospects and ultimately adding Mid Market and Enterprise customers whose needs and supply chain align with EASE's value adds. In addition to landing new customers, you will maintain the relationship with your customers, continuing to operate as an industry expert and consultant, and identifying opportunities to grow the relationship between EASE and your customers.

ESSENTIAL DUTIES:

- Prospect new business opportunities through phone calls, emails, in-person visits, etc.
- Add new customers to the EASE portfolio whose needs align with EASE's core services
- Maintain constant communication with existing customers, developing a long term partnership.
- Provide feedback and insights on market trends and customer needs, drawing parallels between what the market is doing and how it will impact our customers.
- Operate as a conduit between customer and EASE Operations teams, ensuring the customer healthy and profitability align with expectations.
- Attend on site customer meetings, conferences, and conventions to prospect and promote EASE Logistics
- Track and update customer information and sales activities in CRM system
- Assist Accounting team in billing and AR issues
- Work on specific accounts as needed outside of "typical" business hours. This means being available to answer phone calls and e-mails when needed.
- Must have strong presentation skills, in preparation and execution
- Other duties as assigned

PROFESSIONAL

- Maintain a commitment to the mission, vision, and values of EASE Logistics and demonstrate a commitment to high professional ethical standards.
- Problem solve efficiently and using resources available to find the best outcome for EASE, our customers and carriers.
- Ability to work in a fast-paced environment by remaining flexible and handling change with ease.
- Set expectations/lead by example in all aspects.
- Demonstrate efficient time management skills by being punctual and reliable.
- Display effective communication skills for both verbal and written correspondence, ensuring all communication is respectful, professional, and polite.
- Ensure communication and attire are of a professional manner.

ADDRESS:	EASE LOGISTICS 5725 AVERY RD DUBLIN, OH 43016
----------	---

MAIN:	614-553-7007
-------	--------------

WORK ENVIRONMENT

- The physical environment requires the employee to work in an open office setting with regulated temperatures, where many people are on the phone for long periods of time.

PHYSICAL DEMANDS:

- Sitting at a desk, typing, looking at multiple computer screens, responding to inbound/outbound phone calls, emails, and instant messages throughout the day.
- Occasionally may need to bend, stand, or lift up to 10 lbs.

POSITION TYPE & EXPECTED HOURS OF WORK

- Full time, 40 hours per week or as determined by business need.

TRAVEL

- This position would require minimal, less than 10%. Employees may travel on occasion to take a new customer out to an event or dinner if the opportunity presents itself.

QUALIFICATIONS:Education

- High School Diploma or GED required.
- A bachelor's degree and 1-3 years of related experience are preferred or
- An associate degree and 3-5 years of related experience are preferred.

Qualifications

- 3 years Logistics Sales experience required.

Knowledge, Skills, & Abilities

- Competitive, self-motivated and results driven.
- Energetic, relentless, and thrives on hunting for opportunities.
- Excellent communicator with a great phone presence.
- A strong work ethic is essential. If hard work and self motivation does not come naturally to you, this might not be a good fit.
- Sales, customer service, and/or negotiation-related talents.
- Flexible in work hours and adaptable to changing workload.
- Ability to multi-task and remain calm under stressful situations.
- Demonstrated the ability to effectively communicate and collaborate cross-functionally
- Attention to detail, with a focus on accuracy and compliance in a fast-paced, dynamic environment.
- Ability to cold call with assertive, positive, and persistent style.
- Motivated to reach and exceed quotas.
- Ability to remain resilient in an aggressive and competitive environment.
- Proficient in Microsoft Office Suite.

DISCLAIMER: This job description is not designed to cover or contain a comprehensive listing of activities, duties or responsibilities that are required of the employee. Duties, responsibilities, and activities may change, or new ones may be assigned at any time with or without notice.

ADDRESS: EASE LOGISTICS
5725 AVERY RD
DUBLIN, OH 43016

MAIN: 614-553-7007

Employees will be notified of any additions or changes to activities, responsibilities, duties or expectations by their direct supervisor or anyone in a position of authority within EASE Logistics.

EQUAL OPPORTUNITY: Ease Logistics Services LLC is an equal opportunity employer. Each applicant and employee will be given full consideration for employment and advancement without regard to race, religion, color, sex, national origin, veteran status, age, or disability.