



Position: National Business Development Executive

Hiring Locations: New York/New Jersey, Los Angeles, CA., Chicago, IL.

Description: The **National Business Development Manager** is responsible for the development of profitable business opportunities in both existing and new markets. This position works with minimal supervision and will have the responsibility of overseeing the management of these accounts through the complete selling cycle and provide feedback concerning overall market environment.

Accountabilities:

- **Development.** Investigate, identify, contact, develop and manage new sales opportunities, Develop, track and report all prospecting activities. This includes new business as well as specific opportunities within existing customers that will assist organic growth. Work closely with Marketing to assure accurate identification of said opportunities.
- **Maintenance.** Manage existing accounts on an as-needed basis.
- **Account Management.** Build relationships with current clients. Lead prospect and client analysis, pricing, process management, and proposal preparation to new and existing clients. This could include certain accounts that are identified as house accounts.
- **Marketing.** Assist the marketing department in its efforts to improve communication and build brand awareness. This would include involvement in trade shows and industry associations as well as new communications ideas. Provide customer and competitive feedback.
- **Integration.** Interface with Operations and Marketing team in order to develop and continue to modify systems, including pricing and account management tools that work in the best interest of NVC's customers. Work in conjunction with the Senior Management Team of NVC Direct in order to evaluate and manage profitability of existing and new accounts.
- **Monitoring.** Monitor vendor (delivery partners, LTL) performance as it relates to customer satisfaction and provide feedback to Executive Management for modifications, improvements and dismissals.

This position requires a Bachelor's degree and a minimum of 5 years of sales experience in a logistics, transportation or supply chain capacity. Candidate must have excellent customer service and communication skills as well as the ability to complete the selling cycle.

We offer a highly competitive compensation/commission and benefits package including medical, dental, flexible spending, life insurance, long-term disability and a 401(k) plan with company match.

Qualified candidate click her to submit your resume and salary requirements

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