

TCX Job Description: Director Business Development

Summary:

Responsible for direct sales and marketing functions to individual customers, beneficial owners, shipper and receivers of refrigerated intermodal container commodities within a specific geographic area.

Overview:

Tiger Cool Express is a refrigerated intermodal transportation provider. The Business Development team is responsible for managing the needs of current customers, prospecting and identifying new customers, following up on sales leads and representing the company to national accounts. He or she will have a specific volume, revenue and profit goals and be responsible for the retention of current accounts and the discovery and onboarding of new accounts conforming to the needs and requirements of the company.

We are looking for an energetic individual who has a unique blend of talents and is looking to apply them in a new and challenging way. The successful individual will have a real interest in the intermodal transportation industry and the value oriented application of the best practices of that business to the customer's cold chain requirements.

To thrive in this role, you will need to love variety, work independently, communicate well, be a team player and be extremely organized. In addition, understanding and being able to work with Microsoft Office, Excel, CRM, TMS, PowerPoint and Word is a huge plus. Having a sense of urgency and working in an environment where you are rewarded for what you produce weighs strongly in your favor. If you are a true salesman that has demonstrated successful experience driving profitable new revenue and business you will be very happy here. We are a high growth company that offers you the capacity to meet compensation needs.

Job Duties:

- ✓ Understand our business model so you can properly represent it to customers
- ✓ Interact with beneficial owners, customers, shippers and receivers of perishable truckload/intermodal traffic.
- ✓ Respond promptly to the network flows of the Company by identifying equipment imbalances and selling to those needs.
- ✓ Identify customers that have business that conforms to our operating model, finding the customer decision makers, and successfully soliciting business from these accounts.
- ✓ Understand the competition and preparing strategies to counteract those competitors.
- ✓ Promote the Tiger Cool Express value proposition and effectively sell it to customers.
- ✓ Forecast demand and pricing by account, by month and origin and destination geography.

TCX Job Description: Director Business Development

Job Skills:

- ✓ Ability to work energetically in a high intensity environment.
- ✓ Problem solving skills (and an ability to work well under pressure) complemented with emotional maturity, confidence, patience, politeness, act and diplomacy, when dealing with difficult situations, both internally and externally.
- ✓ Ability to leverage performance through the use of Microsoft Office, Word, Excel, SharePoint, TMS and CRM.
- ✓ Knowledge of key accounts, decision makers and rail service contracts.

Job Requirements:

- ✓ Minimum of a Bachelor's degree.
- ✓ 7+ years' experience in surface freight transportation – preferably in Intermodal Sales and/or Operations.
- ✓ Must be familiar with railroad, truckload and intermodal operations.
- ✓ Should have temperature controlled experience or awareness.
- ✓ Excellent oral and written communications and problem solving skills.
- ✓ Ability to identify alternate solutions/decisions while considering factors such as cost, customer expectations and company needs.
- ✓ Ability to participate in the transportation of temperature-controlled commodities (and associated equipment) at the highest levels of performance.
- ✓ Ability to participate in the safe transportation of foodstuffs and perishable commodities at the highest standard of care.

Job Qualifications:

- ✓ Self-starter with a high level of energy and initiative – combined with a strong work ethic and an ability to perform job requirements – who desires to act independently with minimal direct supervision.
- ✓ Must be a team player with strong interpersonal skills, and a demonstrated ability to coordinate with multiple associates inside and outside the company.
- ✓ Very effective organization skills with proven ability to work in a fast paced environment and simultaneously manage multiple projects/priorities all the while remaining detail oriented.