

Director of Sales



We are seeking a highly motivated Director of Sales to join our team. The Director of Sales will be responsible for the management, development, and signing of profitable new business, additional business, and maintaining current accounts within Fulfillment, Warehousing and contractual logistics services across North America.

RESPONSIBILITIES Include, but are not limited to, the following:

- Drive business growth by identifying and developing new opportunities within the supply chain and 3rd party logistics industry
- Work closely with cross-functional teams, including, operations, logistics and marketing, to expand our client base, establish strategic partnerships, and enhance our overall supply chain capabilities
- Identify and develop new business opportunities that fits within our operational environment to drive company growth and revenue
- Build and maintain a strong network of industry contacts, including potential clients, suppliers, and strategic partners
- Develop and deliver compelling sales presentations, proposals, and negotiations to secure new business contracts
- Lead the end-to-end business development process, including prospecting, qualifying leads, conducting meetings, and closing deals
- Collaborate with cross-functional teams to ensure seamless implementation of new business contracts and achieve client satisfaction
- Monitor and track key performance indicators (KPIs) related to business development activities, providing regular reports and analysis to the management team
- Stay up to date with industry trends, regulations, and best practices in supply chain management to identify opportunities for innovation and competitive advantage
- Represent the company at industry conferences, trade shows, and networking events to promote brand awareness and generate business leads

QUALIFICATIONS

- Education: Bachelor's degree in Business Administration, Supply Chain Management, or a related field
- At least 5 years of proven experience in business development within the supply chain industry
- Strong background in supply chain management, exceptional business acumen, and a proven track record in business development
- Strong knowledge of supply chain management principles, logistics, and industry best practices
- Demonstrated ability to identify and capitalize on business opportunities, resulting in revenue growth and market expansion
- Excellent interpersonal and communication skills, with the ability to build and maintain effective relationships with clients and internal stakeholders
- Strong analytical and problem-solving skills, with the ability to translate complex data into actionable insights and strategies
- Results-oriented mindset with a track record of meeting and exceeding sales targets
- Self-motivated and able to work independently, as well as collaboratively in a team environment
- Proficiency in using WMS software and other business development tools
- Willingness to travel as needed to meet with clients and attend industry events

Job Type: Full-time

Benefits:

- 401(k)
- 401(k) matching
- Dental insurance
- Disability insurance
- Employee assistance program
- Employee discounts
- Flexible spending account
- Health insurance
- Life insurance
- Paid time off
- Referral program
- Vision insurance

ASW is an equal opportunity employer and all qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, disability status, protected veteran status, or any other characteristic protected by law.