



## **BUSINESS DEVELOPMENT – INDEPENDENT POSITION**

### **DETAILS:**

- Requisition #: SWLHQ001301
- Job Category: Sales – **INDEPENDENT**
- Department: Business Development
- Relocation Assist Available: No
- Location: MIAMI, FLORIDA, 33122
- Closing date: Open indefinitely

### **WORK DESCRIPTION:**

#### **Work Summary**

The Independent Business Development professional is responsible for achieving sales by generating profitable revenue growth through the development of new business. This position analyzes customers' current Global Logistics and Supply Chain needs to create appropriate solutions and promptly respond to customers' requests.

The primary focus of this position is generating a steady flow of business and revenue as well as profit from which a robust sales commissions program will be paid in recognition for his/her efforts.

Pre-sales duties include preparing action plans and customized presentations, performing pre-call research and analysis. Post-sales duties include ensuring smooth implementation and account setup, and working with customer in developing SOP (standard operating procedures). Also responds to internal and external customer concerns or problems, determines corrective actions, and/or works with customer service / operations for the development and implementation of best solutions.



### Other Competencies

- Applies business and industry knowledge and understands how key factors impact business strategies and customer organizations in areas such as industry trends, global business perspectives, and organizational structures and functions.
- Applies financial expertise by analyzing and evaluating financial data, patterns and trends to determine the financial impact of a decision on the customer and the company.
- Applies knowledge of customer business models and operating structures and offers logistics sales solutions that support the customer's strategic business objectives.
- Applies knowledge of the features and business applications of services, products and customer-facing technology offerings and solutions.
- Applies supply chain and logistics knowledge of the flow of materials, information, and finances involved in manufacturing and distributing products.
- Applies knowledge of core business and of freight structure and operations to resolve problems, make decisions and achieve business objectives.
- Assesses and identifies business needs and conducts customer analysis to determine customer requirements and constraints, determine the impact of products/services on customers, and identify which products, services and features to promote to current/potential customers.
- Builds business partnerships and develops key customer relationships to maximize account profitability. Understands the customer's business and aligns account strategies to customer goals.
- Conducts competitive analysis of competitor's offerings and strategies, and maintains awareness of competitive environment.
- Creates and develops strategies and plans for effectively managing accounts.
- Negotiates with others by identifying desired outcomes, organizational priorities, and appropriate strategies and concessions. Asks pertinent questions, considers alternatives, persuades others, and bargains for win-win solutions.



- Solicits information using information gathering techniques such as asking open and closed-ended questions, probing for details, and interviewing other to obtain additional information.

### **QUALIFICATIONS:**

- Authorized to work in the U.S.
- Must possess in depth understanding of the logistics, freight forwarding and customs brokerage services.
- Business to Business or Business to Consumer sales experience.

### **CONTACT:**

If you feel you meet the above criteria and feel up to the challenge, we want to know about it. Please send an email to administration department: [rebeca.iyescas@swiftwwl.com](mailto:rebeca.iyescas@swiftwwl.com) & [wecare@swiftwwl.com](mailto:wecare@swiftwwl.com) , or via fax at 786-269-2200.