



## BUSINESS DEVELOPMENT MANAGER

### THE COMPANY

In business since 1969, Interport modifies and sells new and used shipping containers, serving customers throughout the Northeastern U.S. Established in 2004, Interport Secure Parking operates 24/7/365 secure facilities in Newark, NJ and Savannah, GA where local and regional intermodal drayage truckers park and store loaded and empty import and export containers being transported for global cargo owners, ocean carriers, and third-party logistics providers. Interport proudly employs and empowers a diverse team of exceptional individuals committed to providing our customers superior products, services, and solutions.

### THE POSITION

Reporting to the Vice President leading Sales and Marketing, the Business Development Manager is responsible for cultivating new business-to-business (B2B) relationships to generate future sales of Interport's container-based products and services. Employing strategic sales techniques, the Business Development Manager will find and follow up on sales leads, call on past and prospective customers, focus on customers in target markets, and identify emerging opportunities. The Business Development Manager will devise and execute plans to leverage those markets and opportunities in order to increase revenue and enhance customer satisfaction.

### MAJOR DUTIES AND RESPONSIBILITIES

- Create customer relationships and target new prospects.
- Collaborate with the rest of the Sales & Marketing team to devise and execute sales plans.
- Manage the sales funnel by identifying, prioritizing, approaching, and converting qualified prospects.
- Nurture and on-board new customers.
- Identify and attend appropriate trade shows.
- Make regular in-person sales calls at customers' locations.
- Generate profitable sales orders.
- Track activity and prepare and maintain records in a CRM system.
- Understand the competitive landscape by monitoring market conditions.
- Identify new partners, resellers, and associations that will generate sustainable, profitable business.
- Operate ethically and professionally, ensuring favorable impressions of self and company.
- Complete sales call and expense reports timely and in accordance with company policy.
- Position requires approximately 20-40% travel, including overnights. Territory includes but is not limited to the Northeast United States.

### MINIMUM REQUIREMENTS

- Highest moral character and integrity
- Bachelor's degree with 10-15 years relevant business development and sales experience
- Proven success in B2B sales
- Self-starter with the ability to aggressively prospect for new business on a regular basis
- Ability to communicate clearly in written and verbal formats, including sales presentations
- Proven ability to develop strong interpersonal working relationships and work as part of a team
- Maintain a businesslike image personally and in the work environment, including one's vehicle
- Proficiency in Microsoft Office and CRM software, e.g. Netsuite



- Demonstrated time management and organizational skills
- Strong customer service orientation
- A valid driver's license and safe driving record
- Read, analyze, and interpret business periodicals, professional journals, and technical procedures

#### PREFERRED/PLUS

- Experience developing battery storage and power generation business
- Experience developing indoor & outdoor farming business

Employment is subject to the completion of due-diligence inquiries, including a background check and a pre-employment medical examination including a drug and alcohol screen, which will take place after a conditional offer is made. New Jersey law prohibits employers from considering the criminal records of applicants for employment under certain circumstances.

#### PERSONAL ATTRIBUTES THAT HELP MAKE AN INDIVIDUAL SUCCESSFUL IN THIS ROLE

- Trustworthy
- Self-starter with the ability to work independently and remotely
- Intellectual curiosity
- Ability to master new skills quickly
- Detail-oriented
- Team-oriented
- Customer service-oriented
- Excellent communicator and listener
- Critical and creative thinker
- Hands-on
- Organized
- Diligent with time management

#### EXPECTED HOURS OF WORK

This is a full-time exempt position that will require being on the road making personal sales calls at customer sites on a regular basis. Hours of work will vary based on company meetings, customer business development, and sales visits.

#### WE OFFER

- Mileage reimbursement and/or Car allowance
- Telephone allowance
- Working remote/office – 3 days/2 days per week
- Laptop and tablet
- A base hourly wage commensurate with your qualifications, paid weekly
- Participation in our 401(k)-retirement savings plan
- Performance-based variable compensation and a discretionary bonus program
- Comprehensive health benefits
- Paid Time Off (vacation/sick time) and holiday pay
- Training and development and career growth opportunities



## YOU BRING

- A focus on quality
- A positive attitude
- A team-oriented work ethic
- Good time management skills
- Flexibility

## ADDITIONAL JOB DETAILS

- *This Job Is Ideal for Someone Who Is:* Achievement-oriented -- enjoys taking on challenges, even if they might fail, Autonomous/Independent -- enjoys working with little direction, Innovative -- prefers working in unconventional ways or on tasks that require creativity
- *This Company Describes Its Culture as:* Outcome-oriented -- results-focused with strong performance culture, People-oriented -- supportive and fairness-focused, Team-oriented -- cooperative and collaborative
- *Company's website:* [iport.com](http://iport.com)

Please note that this job description is not designed to cover or contain a comprehensive list of activities, duties or responsibilities that are required of the employee for this job. Duties, responsibilities, and activities may change at any time with or without notice.

## INTERESTED IN JOINING OUR TEAM?

Submit your resume to: [jobs@iport.com](mailto:jobs@iport.com)

*Providing "equal employment opportunity" is one of Interport's most important personnel policies. Our goal is to do all that we realistically can to provide genuine equal employment opportunity, in every sense of the term, to applicants and employees in all phases of our operation.*