



Business Development Representative

The Business Development Representative solicits new business as well as builds and maintains relationships with current and prospective customers. The BDR is responsible for meeting and exceeding assigned revenue goals, quotas, and metrics.

Knowledge – Skills – Abilities (minimum)

Education: Bachelor's Degree (preferred), equivalent experience in Transportation Industry considered

Experience:

- 2-3 years of conducting successful B2B sales in logistics industry
- Proven ability to identify, develop and close new business relationships
- Cultivate and manage key account relationships
- Verifiable record of achieving/exceeding revenue goals
- Demonstrated ability to perform job independently
- Attention to details, including work quality and timelines
- Presents professionally to clients, and internal company audience
- Assimilates into a team as a contributor or leader as appropriate

Technology/Software:

- Microsoft Office Suite – Outlook, Teams, Word, Excel, PowerPoint etc.
- 1+ years of using CRM Software
- Coordinate and conduct virtual meetings/presentation via MS Teams/Zoom
- TMS (Transportation Management Software)

Communication:

- Excellent communication skills; written and verbal
- Ability to comfortably conduct small group presentations

Position Responsibilities – Tasks – Deliverables

- Carry out daily sales activities to achieve revenue and profitability goals
- Develop a pipeline of qualified leads through cold calling, networking, and referrals
- Utilize software to maintain accurate records of all sales and prospecting activities including sales calls, presentations, closed sales, and follow-up activities
- Develop and maintain strong relationships with new and existing customers
- Maintain a high level of knowledge of the VP Logistics service offerings
- Provide clients with strategic insight, industry news and knowledge related to their logistics requirements

Key Performance Indicators (KPIs)

- Weekly cold calls and outbound reach
- Assigned revenue/gross profit
- Accurate and complete record keeping of sales activity in CRM

Physical Capabilities

Strength:

- Extended time periods in sitting position, in front of computer, on phone using repetitive actions of arms and hands
- Able to speak easily and communicate in person, in writing, and on a telephone for varying lengths of time and in random order

Movement:

- Frequent sitting

Hearing:

- Required to hear others verbal information
- Job is in an open work environment with many distractions

Vision:

- Able to see information as it is provided in variety of formats
- Will need to work using a computer screen for extended time periods

Reports to: National Sales Manager

Direct Reports: None

Travel: Up to 50% travel or as determined by client requirements

WFH Policy: Hybrid Model – mix of in office and at home schedules

Send Resume to Careers@VPLogistics.com to apply!