



# JOHN S. CONNOR GLOBAL LOGISTICS

EST. 1917

## EMPLOYMENT OPPORTUNITY

Business Development Manager

Full-time Position in Global Logistics

### Get to Know Us:

A career with **John S. Connor in Global Logistics** is an opportunity for personal and professional growth. In today's exciting logistics field, your contribution will play an important role in the continued success of our esteemed customers. Founded in 1917, we are a leading provider of supply chain and logistics services, customs brokerage, and transportation for global importers and shippers.

### Company Culture:

At John S. Connor, our success is powered by people and technology. We believe that every customer deserves peace of mind, provided by a comprehensive logistics strategy and a robust technology platform. Our culture and customer-focused mission assure that your contribution will be recognized and rewarding. We encourage employees to be engaged, inspired, and diverse. Success is celebrated and integrity is at the core of our values.

### Summary of Position:

The primary purpose of this job is to create and maintain revenue for John S. Connor, Inc. This is done primarily through the sales of ocean and air freight, NVOCC services, inbound and outbound and all related service offerings of JSC, as well as maintaining good relations with existing accounts. This position needs very close coordination with the internal NVOCC personnel, as well as key operational personnel in Air and Ocean operating departments.

- Prospect & qualify new customers
- Develop marketing strategies in line with Company goals and objectives
- Proactively contact your customer base
- Meet call quotes as outlined by management
- Increasing sales revenue while reducing client turnover
- Presenting value added and efficient solutions to sales process



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### **Skills & Qualifications:**

- Bachelor's degree in business or related field preferred
- Knowledge of various relationship sales techniques
- Demonstrated ability to build and maintain relationships
- Flexible, creative, and able to work in a non-structured developing work environment
- Demonstrated capacity to think "outside the box", communicate and motivate customers on the company's products, programs and new ideas
- Proficient in Microsoft Office, specifically Excel, Word and PowerPoint
- Excellent oral/written communication skills, including well-developed presentation skills
- Excellent customer relationship skills

### **Benefits Offered:**

- Competitive health plan options
- 401K and profit sharing
- Vacation and PTO programs
- Education assistance
- Casual working environment

At John S. Connor, we are committed to providing an environment of mutual respect where equal employment opportunities are available to all applicants and team members. We are a smoke and drug-free workplace and ADA-compliant as applicable.

### **Interested in Applying?**

Email [careers@jsconnor.com](mailto:careers@jsconnor.com)

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