

Director of Business Development

Out of our purpose to "deliver competitive advantage to each of our client's supply chains," UTi has become a leading provider of global integrated logistics to a customer base that stretches worldwide. Today, major regional and international companies receive enhanced warehousing; transportation services that include air, ocean and ground; manufacturing support; freight forwarding; customs brokerage; contract logistics outsource transportation management. We are a fast-paced, fast growing organization with a desire to help our associates meet their personal and professional goals while developing and implementing world-class solutions for our clients.

UTi is a growth leader in our industries. The Director of Business Development will be at the forefront of leading this growth for our Freight Forwarding and Customs Brokerage divisions. You will identify potential clients, build a sales pipeline, and win new business. As a Director of Client Solutions, you will:

- Develop new sales for Freight Forwarding and Customs Brokerage Division, with a focus value added service offerings.
- Develop target lists for territory and industry verticals.
- Create opportunities through prospecting efforts.
- Develop a pipeline of client opportunities and utilize industry networking and knowledge to build relationships with decision-makers.
- Develop pricing and presentations.
- Use customer metrics to demonstrate potential effectiveness.
- Manage complex client relationships through the complete sales cycle
- Lead selling team including logistics engineering, proposal development, operations, and client team members.
- RFP responses, from receipt through solution design to final presentation.
- Develop cross-selling efforts with other UTi divisions.
- Act as subject matter expert to clients during the sales process.
- Transition the client from business development to implementation and operations teams.

The successful candidate for Director of Business Development will possess the following qualifications:

- Bachelor's Degree in logistics or appropriate field.
- Minimum five years experience in contract logistics sales, or related, is required.
- Proven sales management experience with documented and measurable achievements in the logistics/supply chain industry.
- Excellent written, oral, listening, and presentation skills. Excellent people skills.

Rewards for your contributions come in many forms. A career with UTi offers:

- An attractive salary with bonus potential.
- An excellent benefits program that includes health insurance, dental, vision, a 401(k) with company match and an employee stock purchase plan.
- Opportunity to sell excellent products with support from the highest levels in the organization.

- Opportunities for advancement across industry and globally across a wide range of supply chain management careers at UTi.

Equal Opportunity Employer

Please visit our website www.go2uti.com

Interested candidates should forward their resume to lhastings@go2uti.com