

Business Development Manager, Freight/Logistics

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Company: 5th Wheel Hub

Location: Piscataway

Category: other-general

MX LOGISTICS is hiring a Business Development Manager, Freight/Logistics!

Location: Piscataway, NJ + 50-75 miles.

This is a hybrid role.

Salary: \$80-\$100k base salary plus commission

Benefits: Medical, dental, vision, 401(k), paid time off, and more

Job Description:

MX Logistics is looking for a highly motivated and experienced Business Development Manager to join the team. As a BDM, you will be responsible for developing and executing sales strategies to acquire new clients and grow existing business. You will work closely with the operations team to ensure that customers receive the highest quality of service.

Responsibilities:

Develop and execute sales strategies to acquire new clients and grow existing business

Identify and qualify new leads

Develop and maintain relationships with key decision-makers

Present and negotiate sales proposals

Close deals and manage the sales pipeline

Work closely with the operations team to ensure that we are providing our customers with the highest quality of service

Qualifications:

3+ years of experience selling logistics services (selling transportation/warehousing)

Established book of business in the logistics/transportation industry

Strong understanding of the logistics industry

Ability to build and maintain relationships with key decision-makers

Excellent communication and presentation skills

Self-motivated and driven to succeed

To Apply:

Please submit your resume and complete the form.

More About MX Logistics:

MX Logistics is a leading provider of logistics services for a variety of industries, including manufacturing, events, trade shows, concerts, retail, medical equipment, machinery, hospitality, and technology. We offer a wide range of services, including transportation, warehousing, and distribution. We are committed to providing our customers with the highest quality of service and support.

Why Work at MX Logistics?

MX Logistics is a great place to work because we offer our employees the opportunity to:

Work with a talented and experienced team of professionals

Be part of a growing and innovative company

Make a real impact on our customers' businesses

Enjoy a competitive salary and benefits package

If you are a highly motivated and experienced Business Development Manager who is looking for a challenging and rewarding opportunity, we encourage you to apply.

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