

JOB POSTING

Job Opening Date:	December 17, 2018	Job Closing Date:	When position is filled
Job Title:	Manager of Business Development	Department:	Business Development
Job Location:	Long Beach, Calif.	Contact:	Human Resources

Responsibilities:

- Plays a leadership role in (a) identifying new business development opportunities, ranging from individual accounts to mergers & acquisitions, (b) marketing various Nautilus companies (as needed) to facilitate a solution to the operating needs of customers (whether new business or currently serviced by competitors), (c) executing transactions for new business, and (d) maintaining existing client relationships.
- Works closely with Operations, providing guidance on dry bulk and break-bulk opportunities, whether new business or that which could be attracted from existing competitors along the East Coast, West Coast, Gulf, Great Lakes, and other geographic areas, as directed.
- Identifies, evaluates and proposes alternate lines of business opportunities, as appropriate.
- Works with various East Coast, West Coast, and US Gulf port authorities to identify, market, and secure new business opportunities.
- Monitors and reports on market rates and conditions in various ports (lease costs, wharfage, etc.), as well as stevedoring and terminal handling activities.
- Proactively coordinates with Operations to ensure timely and accurate responses to RFPs and other requests for business rates.
- Prepares comprehensive written trip reports.
- Works concurrently, cooperatively, and proactively with other Metro departments to prepare comprehensive pricing and cost analyses, including investment levels, capital expenditures and anticipated return on investment regarding any new business.
- Prepares rate quotations and write formal proposals for approval.
- Develops new strategic alliances within the industry to seek greater cost efficiencies and leverage the Company's strengths.
- Proactively identifies and implements improvements to key Business Development processes.
- Establishes, maintains and enhances business relationships through proactive and regular contact.
- Serves as a key player in this client and business partner relationships driven industry, and must be able to identify and investigate potential and existing problems, and develop mutually beneficial solutions.

Education and/or Work Experience:

- Equivalent of a Bachelor's Degree in Business, Maritime or a related field of study and 7-10+ years progressively responsible related experience in the stevedoring/ marine cargo industry, with at least 5+ years being in a business development/ sales role.
- Advanced degree preferred.
- A proven track record of identifying and executing business development opportunities, including leading and co-coordinating multi-disciplined teams through evaluation and project execution, as well as managing and obtaining approval from internal and external stakeholders.
- High level of business acumen with strong understanding of stevedoring business drivers.
- Established network of contacts across the stevedoring and port administration community.
- Strong networking skills externally and internally – ability to cultivate and build strong external relationships with BD counterparts.
- High levels of creativity, assertiveness, persistence, curiosity and enthusiasm in the pursuit of new opportunities.
- Current and valid driver's license.
- Ability to obtain a Transportation Worker Identification Credential (TWIC).
- Advanced knowledge of Microsoft Office and related computer systems.

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