



Job Description

Business Development Manager | New Jersey

Position: Business Development Manager

Location: New Jersey

If you are looking for a career opportunity with an award-winning, fast-growing, financially stable company, ICAT Logistics, Inc. can meet all your expectations and more.

ICAT Logistics, Inc. strives to be the workplace of choice for the best and the brightest in our industry. We aim to fill this position with a professional candidate with strong logistics and sales experience—one that can create and maintain meaningful relationships with new and existing customers. Our industry is everchanging, so we are seeking a team member who is flexible and organized enough to take these changes in stride.

Responsibilities and essential job functions include, but are not limited to:

- Identify, qualify and acquire new accounts that utilize transportation logistics services
- Meet sales goals by generating new business, and by maintaining and adding additional business with existing customers
- Sell ICAT's services and conduct meetings with clients on a regular basis in territories
- Establish mutually beneficial business relationships with clients, management, and other key personnel, including operations department staff
- Identify customer needs and opportunities and communicate effectively with operations staff
- Prepare standard operating procedures for new accounts
- Conduct formal sales presentations for potential and existing customers
- Prepare and maintain various in-house reports, sales pre-plans, sales expenses, correspondence and other documentation as needed
- Respond to all sales leads and correspondence
- Manage territory on pre-planned cycle of sales activities
- Enter all sales activity in ICAT's CRM program (Salesforce); such as but not limited to account profiles, call activity, customer correspondence, etc.
- Other emergent duties and projects that may be requested in support of ICAT's fast-paced environment