



Position: **CHB Business Development Manager- West Coast**

Location: South Gate/Los Angeles, California

At Damco, we believe that our best assets are the talents of our employees. The Regional CHB Business Development Manager has overall responsibility to grow the brokerage business with a focus on the USA and Canada markets. It will oversee acquisition of new accounts and expansion of business with existing accounts. The position will be responsible to align with all levels of commercial organizations focusing on support of large client opportunities to develop new account opportunities for Damco CHB brokerage as well as coordinate with assigned operational resources that are dedicated to the brokerage product.

We Offer:

- A dynamic, fast paced work environment that encourages entrepreneurial spirit and "can do" attitude. Here, if you perform, sky is the limit!
- We pride ourselves in having energized people, the best in the industry! At Damco, you will be a part of an organization where you are empowered to embrace different challenges to support your career aspirations. We support your development through development programs, mentorship and training.
- Our global network provides you visibility and access to professionals all around the world where you can learn all that we have to offer and explore your skills.
- Excellent Compensation Packages including:
  - A competitive salary and incentive plan
  - Monthly Car Allowance plus Fuel Card
  - A comprehensive Medical, Dental and Vision Coverage
  - A 401k Retirement Plan
  - Paid time off
  - And More

Key Responsibilities (Including but not limited to):

#### Client Relationship Management

- Develops trusted advisor relationship with client's key brokerage executive decision makers
- Effectively handles brokerage client bids and negotiations
- Effectively orchestrates regional and global Damco CHB resources to support sales teams and the development of accounts
- Develops product cross selling programs for existing accounts and new opportunities

#### Sales Planning

- Proactively identifies industry and economic trends that can impact Damco CHB and its clients
- Supports commercial teams in identifying and developing account opportunity strategies
- Monitors the marketplace to ensure positioning of our products and services is competitive

#### People Management

- Manages regional programs to increase brokerage sales capabilities across all levels of the sales organization
- Assists in resolution of difficult issues through effective negotiation tactics
- Maintains high degree of motivation within commercial team members to sell brokerage services
- Ensures brokerage opportunities are captured in the appropriate sales force automation tool for opportunities in the respective areas

We are looking for candidates with:

#### Education & Technical Certification

---

All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, age, disability, protected veteran status, sexual orientation or any other characteristic protected by law.



- High school degree, BA in related field preferred
- Customs Broker License preferred

#### Experience

- 6 to 8 years of Corporate Sales Experience with a concentration in trade services, compliance and customs house brokerage.
- 4+ years of Customs House Brokerage/Import operations.
- Export knowledge preferred.
- Strong creative problem solving and analytical skills
- Excellent judgment and initiative
- Demonstrated leadership, people and process management skills
- Excellent verbal and written communication skills
- Excellent relationship building skills
- Politically adept; able to manoeuvre in large organizations
- Must work well under pressure as a self-starter, handling multiple tasks -- ability to work across many accounts, projects, and/or issues and prioritize effectively
- Internally motivated, self-starter with ability to plan, organize and establish priorities to meet goals and achieve results.
- Strong and current knowledge of technology platforms, MS Office products, and ability to quickly adapt to new software
- This role may require up to 60% travel both domestic and international possibly based on business need.

Candidates are required to have authorization to work in the United States.