

Fruit  Recruit

Job title	Reefer Logistics Business Development Manager
Reference nr.	2198
Location	Moscow, Russia
Position type	Full-time
Client	Confidential during pre-screening phase
Package	Executive package plus benefits

Client Profile

Our client is one of the world's leading providers of freight forwarding and supply chain management services. For more than 20 years, they have been providing customers with transportation and logistics solutions that support the way they want to do business wherever they are in the world. They are present with offices all over the world employing highly trained logistics professionals.

REEFER LOGISTICS BUSINESS DEVELOPMENT MANAGER

Objectives of the position

- * Generate new business /customers and grow market participation exponentially year-on-year and during the coming 4-5 years.
- * Focus on solution sales utilizing SCM tools and drive changes into how the producers and end customers (Retailers/International Brands) establish their supply-chain connectivity.

Description of role

- Overall responsible for creating and increasing sustainable market share in the reefer logistics market in Russia
- Educates and assists the sales force in effectful sales and after sales of reefer logistics services
- Educates and assists the operations in team in flawless delivery of reefer logistics services
- Establishes and maintains a trustworthy and attractive name for our client among customers and suppliers in the reefer logistics market
- Establishes and maintains a large and useful personal network for our client in the reefer logistics business
- Actively up-sells reefer logistics services to existing clients in cooperation with sales and operations teams
- Creates and shares reefer logistics business knowledge with the country organization as well as with the regional and global reefer logistics community in the company
- Develops and delivers integration of reefer logistics services with the present product portfolio offered by the company to its customers

Area of responsibility

- * Overall responsible for driving key customer / strategic sales within the Region/Cluster.
- * Improve current and develop new logistic solutions for present and future customers.
- * Analyze supply-chain costs and systems and propose economic and environmental sustainable solutions that will drive future revenues and bottom-line contribution, working closely with customers and service providers achieving win-win situations.

Skills & Experience

- Several years of recent experience with executing, selling or procuring transport of perishable goods, primarily food and beverages.
- Alternatively, several years of experience with trading of perishable goods (fresh fruits, meat, seafood) and several years of experience with supply chain management.
- Track record of having successfully built market share, developed new products/services or introduced new products/services
- Ability to impact a country organization without authority
- Ability to satisfy multiple and diverse stakeholders

- Technical sales skills
- Negotiation skills
- Practical and pragmatic mindset
- Russian citizen

Leadership capabilities needed in position

- * Cross functional and team-oriented person with natural management skills.
- * Able to lead permanent and ad hoc teams.

Travel & availability

- * Able to travel 50-60 days annually.
- * Available outside normal office hours as necessary.

Personal Characteristics

- * Analytical skills combined with a solution –minded personality are essential prerequisites.
- * Communicator, natural leadership capabilities.
- * Perseverance and drive, high stress tolerance.
- * Open for change and a trend- (change) setter her/himself.
- * International mindset / multicultural understanding and exposure.

Languages needed in position

Fluent in Russian and proficient in English

Education

Formal education on BA equivalent level

Applicants

Please submit your cv to: freshproduce@fruit-recruit.com

Please mention job ref. nr. 2198

About Fruit Recruit

Fruit Recruit is a boutique headhunting company dedicated to the global produce (fresh fruits & vegetables) industry. We cover the integrated supply chain “from farm to fork”. Most of our clients are medium to large sized companies dedicated to growing, packing, food safety, logistics and retail.

*** end job description ***