

Sales Director - Supply Chain Solutions

Satellite Logistics Group & JF Hillebrand

Location: USA – Remote Work Location

Introduction

Do you enjoy developing relationships with customers and closing large volume contracts? Do you have technical knowledge of logistics and the ability to solve problems for customers?

Then we might be looking for you! We are seeking a Sales Director - Supply Chain Services to work from a home office and report to our Vice President of Business Development and Strategy.

SLG and JF Hillebrand are a beer, wine and spirits industry partner that has served customers for over 175 years. We love helping producers and distributors of these great brands reduce costs and increase their brands reach in North America and across the world!

As logistics, keg, and technology experts we strive to drive processes that make doing work easier and offer the lowest possible costs to move and store beverages.

We have an entrepreneurial culture which believes and behaves in doing everything we can do to improve the operations of our customers, getting things done, working collaboratively and always finding better ways to serve the industry.

What will you do?

The Sales Director - Supply Chain Solutions is charged with creating an opportunity funnel that will deliver \$15M in new revenue by 2023 through developing relationships with existing accounts, being the face of the business at industry events, and maintaining appropriate networks and knowledge about our customers, their industries, and our global capabilities.

Your mission is to ensure each of the services SLG & JF Hillebrand offers are understood by our customers and are made available to those not yet part of our community. You are also accountable for delivering on our service commitments and ensuring our customers experience the fullness of our value.

What do we expect from you?

- Must like selling and closing
- Be solution focused and detail oriented
- Manage multiple tasks and assignments – High degree of organization

- Learn quickly and be adaptable
- Prefer working remotely and enjoy travel (50%+)
- Have a customer first mentality
- Communicate effectively
- Create and cultivate relationships across all levels of a business
- Develop and deliver effective presentations
- Work independently and collaborate as a member on a team
- Good understanding of finance, warehousing and transportation
- Effectively negotiate

How you will be measured:

- Customer acquisition and revenue
- Achievement of group business objectives

Position Requirements:

- Bachelor's Degree
- 10+ years' professional experience in a Transportation Sourcing/Procurement capacity.
- 5+ years' experience leading end-to-end strategic sourcing processes in the transportation area, including spend analysis, supplier screening, benchmarking, clean-sheet costing, negotiations, supplier performance management, scorecards, contracting, and savings tracking
- 5+ years' experience working with external vendor/logistics providers
- Proven track record of delivering objectives particularly through de-centralized organizations
- 5+ years' experience working with cross functional teams across multiple business lanes.

Preferred Certifications/Memberships/Experience

APICs	CSCMP
ISM	Kaizen
Lean	Six Sigma
Llamasoft	JDA
Project Management	

Interested?

Then please send your CV and motivation in English using our website.

About JF Hillebrand Group

The JF Hillebrand Group operates a number of highly specialized logistics companies, each of which is a market leader in their respective sector. JF Hillebrand Group has a global reach, presence in 90 countries, employing 2,500 people, with a turnover of EUR 1,3 Billion.

We take pride in being an innovative group, ever changing and adapting to the needs of the markets in which we operate. As well as offering first class logistics services, our companies also lead the way in the development of leading edge products, services and IT tools for the industries in which they operate. However, while we continue to grow and expand our horizons, we also recognize that it is our people, ideas and values that enable us to do what we do.