

Business Development Manager | Long Beach



Job location: Long Beach, California, USA

Would you like to have the whole world as your office? Martin Bencher Los Angeles is looking for a Business Development Manager to join our team!

Would you like to call Europe in the morning and Asia in the afternoon? Are you self-driven, highly motivated, dedicated, creative, willing to walk the extra mile and still never lose your smile? Then you are exactly the person we are looking for.

Martin Bencher Los Angeles was established in 2012 and has been handling a numerous number of large projects of marine equipment, shipbuilding, power, and renewables. Our office is conveniently located right across the Port of Long Beach.

The Position

- Planning and overseeing new market initiatives.
- Researching organizations and individuals to find new opportunities.
- Increasing the value of current customers while attracting new ones.
- Finding and developing new markets and improving sales.
- Key account management including handling and responding to RFQs including sourcing for rates and putting together quotations and;
- Negotiation of rates with clients as well as suppliers (including the possibility of face-to-face meetings/conference calls) and;
- Collaborating with operations members to complete the projects/shipments.
- Occasionally, attending cargo loading, discharging operations, and cargo surveys when required.
- Regular reports to the Branch Manager.

Competencies and Qualifications

- Minimum 3 years work experience in a similar role in the industry (freight forwarding / logistics).
- Knowledge in all aspects of domestic as well as international transportation (road/sea/air), including LCL/FCL/out of gauge cargo. Knowledge in project/heavy lift cargo is an advantage.
- Fluent in English (both written and spoken).
- Communication and analytical skills.
- A team player who can also carry out assignments independently.
- Self-motivated and self-disciplined.
- Ability to handle stressful situations.
- Able to work in a structured and organized way, but also keep an innovative mind.
- Interested in working with different cultures and work ethics.
- Goal-focused.
- Outgoing and friendly personality.
- Own transportation required.

Application and information

The position is available now. Application deadline as soon as possible.

Please send your application to Mr. Jacob Poulsen, Branch Manager (JNP@Martin-Bencher.com)

When you open the door to Martin Bencher Group – you open a door to the World!