



Send resumes to: hr@tradepointatlantic.com
www.tradepointatlantic.com

6995 Bethlehem Blvd. Ste 100
Baltimore, MD 21219

Position: Director of Business Development

TradePoint Atlantic, LLC. is seeking a Director of Business Development to join its Corporate team to work in its corporate headquarters located in Sparrows Point, MD. The Director of Business Development's primary responsibility is to create and implement a commercial strategy to drive new marine and rail business to the TradePoint Atlantic terminal.

Key Job Responsibilities:

- Identify and capture marine and rail facing bulk and breakbulk cargo opportunities for TradePoint Atlantic.
- Develop customer value propositions that enable integrated logistics solutions
- Develop and enhance brand identity
- Enhance the terminal's commercial strategy to drive volume for the target cargo types and assist the TradePoint Development team with design and implementation of facilities to support such strategies.
- Oversee the entire contract lifecycle from origination & underwriting to execution, performance, and contract closeout.
- Ensure development of a highly professional relationship to the various key customer decision makers within the target cargo segments.
- Act as a key liaison between the operations, logistics, customer support, and commercial teams.
- Ensure a thorough understanding of capabilities of competing ports and terminals. Ensure this is properly translated into the terminal's Commercial Strategy.
- Review market intelligence, trends, and analysis of marketing surveys on current and new product and service concepts in order to recommend future revenue optimization and development.
- Develop other members of the TradePoint team to assist with market research, financial modeling, customer interaction & communication, among other skills.

The ideal candidate should have:

- Bachelor's degree (BA or BS) in maritime, business, engineering, or a related field. However, other combinations of education and experience will be considered.
- Minimum 10 years' commercial experience in the maritime industry focused on bulk and breakbulk cargo.
- Strong working and technical knowledge of marine terminal operations and commercial shipping.
- Sound understanding of vessel and logistics operations, cost and pricing components, and their impact on the elements of international trade.
- Analytical with strong modeling and optimization skills.
- Time management.
- Attention to detail, problem solver, has the desire to build and fix issues, collaborate and drive for results.

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- Compelling, selling style personality.
- Ability to earn client trust with an outgoing personality and strong interpersonal skills.
- Excellent written and verbal communication skills.
- Effective at building relationships and working across multiple channels and structures to find solutions to complex challenges.
- Proficiency in Word, Excel, PowerPoint and Outlook software applications.
- The ability to multi-task.
- Experience with fast growing companies (with demonstrated ability to thrive in a dynamic environment).
- Honesty, integrity, and strong communication skills essential, along with a sense of urgency and a desire to work closely as a partner with other members of the company's management team.

TradePoint Atlantic, LLC provides equal employment opportunities to all employees and applicants for employment and prohibits discrimination and harassment of any type without regard to race, color, religion, age, sex, national origin, disability status, protected veteran status, sexual orientation, gender identity or expression, pregnancy, genetic information, or any other characteristic protected by federal, state or local laws.