



Manager Sales (Consumer Products - Intermodal Sales)

BNSF is looking for a dynamic and driven sales professional to support our sales initiatives focused on Beneficial Cargo Owners (BCO's). This position can be based in Portland, Seattle, San Francisco/Bay Area, Sacramento/Stockton (Northern California of Pacific Northwest).

This position will manage existing key accounts and will primarily be focused on converting new and profitable over the road (OTR) business to BNSF Intermodal via our Domestic and Ocean carrier partners. Work with Marketing Support team to effectively prospect and develop leads for OTR conversion. Determine and develop new account profiles to effectively initiate strategic conversations with decision makers of pre-qualified accounts. Understand and maintain skills to effectively penetrate new customer accounts via initial phone conversations. Utilize account profile information and defined strategies to bypass account gatekeepers to position BNSF intermodal value proposition to the targeted account decision maker. Achieve profitable volume growth goals.

The position requires strong teamwork and communication skills. In order to effectively and efficiently turn OTR opportunities into freight moving on BNSF, the Manager will work with various teams at BNSF including but not limited to Truckload/IMC, International and Marketing Support.

Travel as needed with potential to travel in excess of 50% of the time.

BASIC QUALIFICATIONS

- Bachelor's degree and three to five years' experience in Sales to Fortune 100 companies with demonstrated results.
- Marketing, Operations or Supply Chain Management experience will be considered. Advanced degree a plus.
- General understanding of BNSF and the North American rail network.
- General understanding of both Domestic and International Intermodal.
- Strong strategic and problem solving skills and capabilities.
- Ability to leverage existing public sites & databases such as LinkedIn, Jigsaw, D&B, etc.
- Effective communicator with good relationship building skills.
- Enthusiasm and tenacity to succeed.
- Strong leadership skills with drive for future development.
- Strong technical abilities all Microsoft Suite.
- Transportation Worker Identification Credential (TWIC): Federal authority requires BNSF employees, whose work requires unescorted access to secure areas of port facilities, to obtain a TWIC. A TWIC is a condition of employment for such positions and requires candidates to those positions to submit to a TSA security assessment (to include, but not limited to, providing: biographic information; identity documents; fingerprints; digital photograph). More information is available at www.tsa.gov/twic.

This is a general profile of the Sales Manager position. It is not intended to list all functional aspects of the position.

BNSF maintains a drug-free workplace and performs pre-employment substance abuse testing. All positions require pre-employment background verification; this includes but is not limited to medical history, criminal history, social security id, and work employment history including military service. BNSF is an Affirmative Action and Equal Employment Opportunity Employer.

Interested Applicants must apply at www.bnsf/careers. Position closes on January 27, 2012.

For additional information, please contact Lance Wingfield/Director Sales at 817-867-6450.

