**[3PL Director of Business Development - Washington](mailto:abean@srimatch.com" \t "_blank)**

**The company:** This leading 3PL logistics services provider is a is a family owned Third Party Logistics company with over four decades of experience as a leading third-party logistics provider. Our 3PL client delivers innovative shipping solutions, state-of-the-art systems, lower costs and better results and is the preferred provider to large, well-known Fortune 500 and private companies. They specialize in mass retailer distribution and offer a comprehensive program of public warehousing, distribution transportation and Freight Brokerage services including import de-consolidation and cross docking. Our client provides ideal import/export distribution centers complete with real time inventory, EDI and RFID. Using the latest technologies in our vast distribution centers ensures our customers' merchandise is expedited professionally and cost-effectively.

**The role:** The Director Of Business Development role will charged with generating $6-$8 million in gross revenue while providing leadership, direction and resource stewardship. Accountable for effective sales organization design and execution in keeping with our clients (5) year strategic plan. Establishes sales principals for managing performance, through clearly defined KPI's, for all sales functions including quarterly QBRs for clients.

**Ideal candidate:** 5-10 years or more of demonstrable track record of sales success in the 3PL industry calling on “C” level decision makers at Fortune 1000 companies. Working knowledge of data analysis and operation metrics. Excellent Microsoft office proficiencies & CRM. Willingness to travel.

**Client offer**: Base salary up to $175,000 depending experience, plus uncapped commission. Full benefit package and retirement plan. A collaborative work environment focused on providing quality and exceptional value-added services to shippers.

If you are aware of a colleague who may have interest in this exciting opportunity, please contact Alan Bean SRI at [**abean@srimatch.com**](mailto:abean@srimatch.com) or call 708-471-5660. Please visit our website at [**https://www.srimatch.com/testimonials**](https://urldefense.com/v3/__https:/www.srimatch.com/testimonials__;!!AHmmoi6cOKY!6ixCrcc6ZSv-sYIUxrFFOJAoWouM55TrQanjS4ZnLlbqFSWdggy5MVvbVBQfi4vwZm9v1NeLi_fhrcLDw6XqKefB$) for 3PL client testimonials.