

Company Overview

Virginia Transport, LLC is a Small Business Administration certified HUBZone freight and fuel broker working as a prime contractor to the U.S. Government Department of Defense, Department of Homeland Security, Department of Energy, and more. We also provide subcontractor support to prime contractors such as Raytheon Technologies, Northrop Grumman, and General Dynamics, across industries. We are responsible for the integration of all logistics support functions including planning, risk, rigging, transportation, warehousing, crating, and more.

Position Overview

The Business Development Specialist will primarily be responsible for the generation of new business by acquiring profitable and sustainable customers. This role requires highly developed interpersonal skills geared towards generating revenue and driving new business by directing customer outreach strategy, presenting recommendations for supply chain improvements, and closing sales. This role is an integral part of an experienced team fueled by entrepreneurial passion for innovation, growth, and a relentless dedication to making the customer's sensitive supply chains successful.

Main Tasks, Duties, and Responsibilities

- Build, manage, and nurture a sales pipeline of interested prospects.
- Collaborate with internal teams to develop and implement outreach, sales, and other lead generating strategies, including cold calling and email marketing.
- Connect with prospects and new and existing customers through scheduling calls, meetings, pitches, presentations, and other sales strategies.
- Provide a macro view of industry and current market trends to both internal stakeholders and external customers.
- Build a customer portfolio through making contacts and building relationships at multiple levels in partnership with cross-functional teams.
- Acquire an encompassing knowledge of the transportation and logistics landscape in order to act as a subject matter expert on transportation services to new and existing clients as well as internal stakeholders.
- Respond to customer and government issued RFIs, RFPs, RFQs through the development of proposals, capability statements, and pitches.
- Apply multi-faceted knowledge of market intelligence, carrier and capacity information, and internal intelligence to identify new opportunities, provide customers with business insights, and improve mutual outcomes.
- Conduct regular business reviews to leverage internal analytics and market intelligence to gain customer insights, understand positive and negative trends in data, and uncover new opportunities for growth.
- Share customer specific data, requirements, and expectations with internal stakeholders in order to collaboratively create viable supply chain solutions for customers.
- Stay informed of changes within the customers' business, industry, and sector through regular customer communication.
- Participate in and/or lead functional projects as needed.

Requirements

- B.A. or B.S. in business administration, marketing, supply chain management, or related field preferred. High school diploma or GED equivalent required.
- Excellent selling, negotiation, and communication skills.
- Ability to create and deliver presentations and pitches tailored to the medium (phone, email, trade shows) and audience needs.
- Familiarity with BRM and CRM practices along with ability to build productive business professional relationships.
- Well-developed prioritizing, time management, and organizational skills.
- Comfortable engaging with prospects of all levels, including senior leadership, government contracting officers, military personnel, trucking carriers, and industry customers.
- Proficient in Microsoft Office, including Outlook and Excel.
- Strong attention to detail as well as prioritization and multi-tasking skills.
- Positive and flexible in an ever-changing environment with shifting priorities.
- Tech savvy, with the ability to adopt new technologies as needed.
- Previous business development or sales experience a plus.
- Additional language (e.g., Spanish) a plus.

Benefits

- Salary: \$60,000 – \$70,000 base plus uncapped commission.
- Gallery-style office with dedicated workspace.
- Casual dress and atmosphere.
- Laptop and other necessary technology provided.
- Medical plan, including dental and vision, costs covered up to \$500/month.
- Vacation time.

How To Apply

Please send an updated resume in Word or PDF format via email to vt@virginiatransport.net. Please include the title of the role you are applying for in the subject line of the email.

COVID-19 Policy

Currently, Virginia Transport does not offer remote or hybrid work options. Work is performed onsite, five days a week. Prospective employees must have received the completed COVID-19 vaccination by date of hire to be considered. Proof of vaccination required. Legally recognized exemptions regarding vaccination status will be considered.

EEO

Virginia Transport is an Equal Opportunity employer committed to a diverse workforce. We do not discriminate on the basis of race, religion, color, national origin, gender, sexual orientation, age, marital status, veteran status, disability, or any other status or characteristic protected by applicable federal, state, or local law.

Work Authorization

As a federal contractor, Virginia Transport participates in the E-Verify program. Upon hire, new employees will be required to complete an I-9 / Employment Eligibility Verification attesting to the fact that they are authorized to work in the U.S. Please note We are unable to sponsor or take over sponsorship of an employment visa at this time.