



**THE NORTHWEST
SEAPORT ALLIANCE**
Gateway to Solutions
nwseaportalliance.com

Sr. Business Development Manager (Non-Container Cargo) – Recruitment #647

Job Summary

The Sr. Business Development Manager will focus mainly on Non-Container Cargo (Breakbulk/LOLO & AUTO/Military/RORO) and is responsible for generating and management of non-container cargo business supporting the NWSA overall goals and objectives. This position works with cargo owners, ocean carriers, 3PLs, Engineering and procurement companies, stevedores, labor, terminal operators and trucking companies and various other supply chain service providers to generate business and to ensure high level of customer satisfaction.

Primary Functions

- **Business Development**—Retains and generates non-container cargo business. Responsible for developing and implementing marketing and business development plans to identify and secure non-container cargo business opportunities for the Seattle and Tacoma harbors. Negotiates and finalizes non-container cargo business contracts in collaboration with other departments. Represents NWSA in trade shows and industry conferences.
- **Business Management**—Co-manages the non-container cargo business. Responsible for the overall customer satisfaction and profitability of the non-container cargo business. Identifies, develops, and facilitates supply chain solutions for customers in partnership with Operations. Keeps all segments of customers and supply chain stakeholders appropriately engaged and informed. Ensures contractual obligations and related payments are fulfilled in accordance with the agreements. Maintains healthy relationships with all segments of customers and supply chain stakeholders. Participates and contributes to the annual tariff review.
- **Market Intelligence**—Monitors economic/industry trends and competition. Responsible for identifying emerging industry trends and recommending innovative supply chain solutions that would help improve service delivery and anchor and grow the non-container business. Understands the competitions and their cost structures and develops and implements recommendations to improve competitiveness of the gateway. Supports NWSA cargo forecast efforts.
- **Administrative Duties**—Adheres to organizational policies, procedures, and practices. Ensures all practices are in full compliance with the NWSA master policy. Responsible for preparing commission presentation materials, presenting and any follow-up actions. Contributes to development of marketing and presentation materials for the non-container business. Collaborates with other members of the NWSA team and of the homeports to advance the NWSA goals and objectives.

Required Education & Experience

Bachelor's degree with emphasis in business administration, supply chain management, public administration, transportation, or related field is required. An additional four (4) years of relevant experience may substitute for a bachelor's degree.

Seven (7) years of progressively responsible experience in positions in the trade related industries, preferably with automobile industry, bulk, or break-bulk experience is required.



Posting Period

February 6, 2023 –
Open Until Filled

Compensation

Salary range is
\$115,428 - \$184,680

Anticipated starting salary
between \$127,540 - \$150,048
depending on qualifications.

Benefits

The alliance offers a superior
benefits package, including
coverage for medical, dental,
holiday and other paid time
off, retirement, life and
disability insurance, and other
perks.

Location

North Harbor (Seattle) and
South Harbor (Tacoma) as
needed

FLSA Status

Non-Represented (Exempt)

Department

Business Development



Ideal Candidate

- Excellent written and verbal communication skills are mandatory for success, including customer correspondence as well as internal and Commission memo communications.
- Must have excellent negotiation skills.
- Must possess excellent project management, planning and organizational skills and the ability to multi-task and prioritize workload.
- Must have strong analytical skills.
- Ability to make transactional and analytical decisions related to research, planning, and negotiating, financing and other transaction issues is required.
- Must be self-motivated and able to work independently or as a part of a highly professional team.
- The ability to balance the best interests of the NWSA and customers plans and strategies is also required.
- The ability to think and act creatively in achieving business goals is a key characteristic for success.
- Must be proficient in the use of Microsoft Office Software including Outlook and Word and basic skills in Excel and PowerPoint

This individual must demonstrate a caring customer service attitude, a strong commitment to operational excellence, and dedication to the organization's core values: Integrity & Transparency; Excellence; Adaptability; Stewardship; Teamwork & Partnerships; Health & Safety; and Diversity, Equity & Inclusion. NWSA seeks candidates who will embrace and model these values both internally and externally, and who understand what it means to carry out these values in their everyday work. We value individuals who also bring an impeccable work ethic, honesty, and integrity, and who consistently exhibit enthusiasm, energy, and a drive to succeed.

Benefits

As an employer of choice, the Northwest Seaport Alliance is proud to offer an excellent benefits package. This includes medical, prescription, vision and dental with no out-of-pocket premiums and full coverage for employee, spouse, and all eligible dependents. In addition, the NWSA also offers vacation, twelve paid holidays, sick leave, bereavement leave, paid parental leave, participation in the Washington State Public Employees' Retirement System (PERS) and a NWSA-funded Voluntary Employee Beneficiary Association (VEBA) account for out-of-pocket health related expenses for employees and their eligible dependents. The NWSA's benefits package is valued between 45%-55% of base salary.

Employment Eligibility

In accordance with the Immigration Control and Reform Act of 1986, all persons offered employment must provide acceptable proof of identity and authorization to work in the United States. Proof will be required prior to employment.

The successful candidate must possess (or obtain within 30 days of employment) a valid driver's license. Candidate must be able to successfully complete a background investigation. Candidate must also be able to obtain/maintain a Transportation Worker Identification Credential (TWIC), which is a program managed by the Department of Homeland Security (DHS). Information on this program can be viewed [here](#).

Application Process

All applicants must complete an application online at <https://www.governmentjobs.com/careers/nwseaport>. All applications must be submitted on or prior to the closing date if one is listed. Only applications meeting the qualifications based on the information provided may be considered for an interview.

(The conditions of employment for this position are "At-Will" which means that either the alliance or an employee can terminate the employment relationship at any time and for any reason not prohibited by statute. No supervisor, manager, or director of the alliance, other than Chief Executive Officer, has the authority to alter these employment conditions.)

THE NORTHWEST SEAPORT ALLIANCE IS AN EQUAL OPPORTUNITY EMPLOYER COMMITTED TO PROMOTING AND ENCOURAGING DIVERSITY IN THE WORKPLACE.