

## HENRY BATH LLC

Job Title	Business Development Manager
Based	Baltimore or Optional sites as may be negotiated
Reports to	General Manager, Henry Bath LLC
Direct Reports	None
Context	<p>Established in 1794 Henry Bath is a world leading logistics provider specialising in the storage and shipping of Exchange-traded metals and soft commodities around the globe. Henry Bath is a founder member of the London Metal Exchange and is licensed by the world's premier commodity exchanges, including LME, ICE, LIFFE and CME to issue Exchange-Traded Warrants for metals and commodities.</p> <p>The USA/LLC division is based in Baltimore but has a presence in New Orleans, Chicago and Detroit. It provides our metals customers with a global platform of Exchange-approved storage depositories for the holding, making and taking delivery of physical commodity products. Also, HBUSA provides non-metal clients with the services that they require in their supply chain for either raw materials or finished products.</p>
Job Function	<p>Key responsibilities are to expand the commercial aspects of current business activities with a specialization toward metal products, related markets and other target markets as may be deemed appropriate. This expansion will include new business opportunities for the Henry Bath LLC portfolio. The result will be market diversification; analysis around the retention of existing clients; an understanding of the economics of accessorial services; and supporting analysis for in the geographic expansion of Henry Bath LLC. The ultimate aim is to create an ongoing and growing customer base that sees Henry Bath as their partner in the supply chain of their finished products or raw materials.</p> <p>This role will elevate and help promote our profile in the logistics and warehousing industry in specific locations in an attempt to become the clients single source global supplier of those services.. It will recommend Marketing and Sales strategies to capture market share and introduce new customers to the HBLLC client portfolio. It will support strategic themes across the business to promote and sell not only our domestic but also global capability.</p> <p>It will provide support to the HB LLC Management team with new business initiatives, including possible diversification to other products and locations as well as overall team development and office management.</p>

Description of normal responsibilities

Health and Safety Management

- Along with the HB LLC management team – be accountable for the site management of H&S for all Henry Bath employees, contractors and visitors.
- Ensure compliance with regulatory, industry and Henry Bath H&S Standards at all times.

Business Development

- Participate in the development of sales/marketing strategies and key engagement plans for existing and new customers.
- Lead this developmental process related to metal products and related materials, e.g. ferro alloys.
- Attend conferences and other appropriate forums to promote the Henry Bath brand
- Develop appropriate marketing material
- Work with our head office commercial team in analysing data, identification of business opportunities and revenue streams
- Help drive business development and expansion plans

Customer Analysis/Operations Interaction/Support

- Participate with the management team in the development and the implementation of the annual business plan
- Develop operational metrics, including revenue and profit analysis, for each function, warehouse and product category
- Work with the Operations Manager in developing the appropriate product management processes required to service the clients in the metal industry.
- Assist the Operations Manager in the training of employees in the identification and handling of the client's products.
- Assist with the management of site capacity
- Analysis of customer decision criteria
- Determine cost-to-serve marine and land customer.
- List of potential customers to target for new markets and product storage.
- As part of the HBLLC Team you will take responsibilities for the daily co-ordination and monitoring of resources to ensure tasks and deadlines are met.
- Mentor administrative team members in new products and client requirements so as to ensure compliance with client expectations.
- Ensure the wider group business needs are covered within the USA.
- Execution of daily and monthly logistics and Land tasks and reports.

New Location Development

- Support the business with geographic expansion plans through the use of supplier analysis metrics
- Recommend other regions for business expansion plans using relevant market data

Value-Add Activities

- Determine the Land Logistic services that we need to offer to clients and work with internal personnel to ensure the profitable deployment of those services.

	<ul style="list-style-type: none"> <li>• Development of various assessorial services that HBUSA can supply to clients in an effort to increase profitability.</li> </ul> <p>Financial Responsibility: Work closely with the regional and Corporate team:</p> <ul style="list-style-type: none"> <li>• Liaise with Head office on outstanding accounts and follow up with the clients as is necessary</li> <li>• Conduct reconciliations – month end tasks</li> <li>• Support logistics</li> <li>• Cash flow and Debtor management.</li> </ul> <p>Regulatory Compliance</p> <ul style="list-style-type: none"> <li>• Work with the HBUSA management team to ensure all business activity is fully compliant with all statutory and regulatory practices</li> <li>• Ensure all internal (Henry Bath) processes, procedures and policies are adhered to at all times</li> </ul>
<p>Technical Skills and Experience</p>	<p>Essential Criteria:</p> <ul style="list-style-type: none"> <li>• A minimum of 2 years in a management role.</li> <li>• Experience and knowledge of the metals industry, its raw materials and finished products.</li> <li>• Previous experience in developing sales &amp; customer account plans</li> <li>• An understanding of our current market offer</li> <li>• Proactive problem solving skills.</li> <li>• Strong communication skills – oral, listening and written.</li> <li>• Professional personal presentation and self-management.</li> <li>• Strong Excel skills</li> <li>• Ability to travel as needed to support the business (some global travel may be necessary)</li> </ul> <p>Desirable Criteria</p> <ul style="list-style-type: none"> <li>• Experience in commodities warehousing and/or logistics.</li> <li>• Experience of dealing with customs and clearance</li> <li>• Professional Qualification in a related discipline</li> </ul>