

## **Business Development Manager (North America)**

Established in 1794, Henry Bath is a world leading storage and logistics provider specialising in the storage and shipping of Exchange-traded metals and soft commodities around the globe. Henry Bath is a founding member of the London Metal Exchange and is licensed by the world's premier commodity exchanges, including LME, ICE and CME to issue Exchange-Traded Warrants for metals and commodities.

The North American team has operations in Toledo, Baltimore, Knoxville, New Orleans, Houston and Laredo and is looking to expand its footprint along with its portfolio. We provide our metals and soft commodity customers with a global platform of Exchange-approved storage depositories for the holding, making and taking delivery of physical commodity products. Henry Bath also services clients' logistics needs through both trucking and rail across the region.

### **Overview of Position**

This role will be remote preferably in New Orleans, Detroit, Houston or on the East Coast for a full-time permanent position. Key responsibilities are to expand the commercial aspects of current business activities with a specialisation toward metal and soft commodities products, related markets and other target markets as may be deemed appropriate. This expansion will include new business opportunities for the Henry Bath portfolio. The 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.

This role will elevate and help promote our profile in the logistics and warehousing industry in specific locations to become the client's single source global supplier of those services. You will recommend Marketing and Sales strategies to capture market share and introduce new customers to the Henry Bath client portfolio. You will support strategic themes across the business to promote and sell not only our domestic but also global capability.

You will provide support to the Henry Bath Management team with new business initiatives, including possible diversification to other products and locations as well as overall team development and office management.

### **What would you do as our Business Development Manager**

#### **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
- 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 General Manager in developing the appropriate product management processes required to service the clients in the metal industry
- Assist the operations managers 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
- List of potential customers to target for new markets and product storage.
- As part of the Henry Bath 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 to ensure compliance with client expectations
- Ensure the wider group business needs are covered within the region
- Execution of daily and monthly logistics and Land tasks and reports

### **New Location Development**

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

### **Value-Add Activities**

- Determine the logistic services that we need to offer to clients and work with internal personnel to ensure the profitable deployment of those services
- Development of various assessorial services that Henry Bath can supply to clients to increase profitability

### **Financial Responsibility**

- Work closely with the regional and corporate team
- Liaise with Head office on outstanding accounts and follow up with the clients as is necessary
- Conduct reconciliations – month end tasks
- Support logistics
- Cash flow and Debtor management

## **Regulatory Compliance**

- Work with the Henry Bath management team to ensure all business activity is fully compliant with all statutory and regulatory practices
- Ensure all internal (Henry Bath) processes, procedures and policies are always adhered to

## **Who you are**

Proven experience in developing sales and customer account plans, with a strong understanding of our current market offering. Demonstrates proactive problem-solving skills and the initiative to develop both existing and future customer relationships. Flexible and willing to travel regularly to support business growth, both across the USA and internationally as required.

## **Essential Criteria**

- Proven commercial experience of winning new business
- Experience and knowledge of the metals industry, its raw materials and finished products
- Strong port and logistics experience
- Strong communication skills – oral, listening and written
- Professional personal presentation and self-management

## **Desirable Criteria**

- Experience in commodities warehousing and/or logistics
- Professional Qualification in a related discipline

## **Rewards & Benefits**

- Competitive salary dependent upon experience
- Private medical, dental and vision insurance plans with generous company-paid premium coverage
- Paid holidays, generous PTO increases with length of service
- 401K with company match 5%
- Annual discretionary bonus

## **Who we are**

We are a diverse organisation who welcome different perspectives helping create an inclusive and forward-thinking culture across the globe with entities in the UK, The Netherlands, Belgium, United States, Singapore, Korea, Malaysia and China.