

Commercial Manager - Detroit

Company Overview

Access World (100% subsidiary of Glencore PLC) is a global commodities warehousing and logistics business. Access World has its Head Office in Zug, Switzerland and operates in various semi-autonomous regions with their own corporate functions including business development, finance, legal and operations. Access World USA is an integral and growing part of the wider Access World business.

Purpose of Position

We are currently seeking a seasoned, ambitious and self-motivated individual to join our Commercial team as the Commercial Manager based in our Detroit, MI office to include coverage of the Mid-West region (frequent travel required across the USA to include Chicago, Toledo, and Owensboro).

The Commercial Manager will report to the Regional Manager. This dynamic role is charged with creating new regional sales opportunities, as well as maintaining and enhancing current business. The ideal candidate will have extensive logistics and warehousing experience in various product lines, including Metals, Agricultural products, Polymers, Oil & Gas, Project Cargo and Forest Products.

Key Responsibilities

The role will be an integral part of the US Commercial team with responsibility for business development across the Mid-West region. The role requires close interaction with senior management, operations, customer service, finance/legal staff in the US, as well as commercial staff globally. Duties will include:

- Actively seek new business opportunities and maintain relationships with customers.
- Target new business based on market development, study and research and conduct feasibility study where required for certain projects.
- Prepare meeting and/or presentation materials for meetings and other events related to commercial activities.
- Prepare customer profiles, quotations, P&Ls.
- Remain abreast of industry standards and trends and find innovative ways to help grow business.
- Work closely with USA and global teams to best identify and execute customer solutions.
- Assist with special projects and perform other duties as required.

Potential candidates should possess the following attributes:

- High school diploma (college degree preferred) with a minimum of ten years-experience in sales, supply chain or related industry.
- Knowledge and experience in Metals, Agricultural products, Polymers, Oil & Gas, Project Cargo and Forest Products preferred.
- Excellent written and oral communication skills.
- Strong computer skills; Proficient with Microsoft Office Suite including Excel, Word and PowerPoint.
- Customer service oriented with a “can do” attitude.
- Ability to multi task and handle multiple and changing priorities.
- Superior organizational skills and ability to work in a fast paced, deadline driven environment.
- Comprehensive knowledge regarding product storage and equipment requirements for handling various goods.
- Compliance and risk management culture.

Please apply by using the link below:

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