

# Commercial Director

## Access World USA

### Company

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 regions across Europe, the Americas, Africa and Asia-Pacific, each with their own corporate functions including business development, finance, legal, and operations.

We are a diverse and dynamic company looking for people who are driven, committed, and passionate. We are currently seeking a seasoned, ambitious and self-motivated individual to join the Commercial team as the Commercial Director for General and Project Cargo, based in our Baltimore, Los Angeles, Houston or New Orleans office.

### What to Expect

The Commercial Director will report to the Managing Director. This dynamic role is charged with creating new sales opportunities, as well as maintaining and enhancing current business. The ideal candidate will have extensive logistics and warehousing experience in General and Project Cargo. The role requires close interaction with senior management, operations, customer service, finance/legal staff in the US, as well as commercial staff globally.

### Commercial Director at Access World USA

Your function will be:

To develop new business opportunities across the US, which may include but is not limited to the following:

- Attract business through the most effective channels: cold calling, conferences, setting up targeted client meetings, utilizing the Access World network etc.
- Prepare meeting and/or presentation materials for internal/external purposes
- Prepare customer profiles, quotations, P&Ls.
- Remain abreast of industry standards and trends and find innovative ways to help grow business
- Working with global commercial and freight teams to share information, drive efficiencies and develop optimal customer solutions
- Ownership of the budgetary targets
- Assist with projects and perform other duties as required

Potential candidates should possess the following attributes:

- College degree with a minimum of ten years-experience in logistics sales
- Knowledge and experience in General and Project cargo logistics
- Excellent written and oral communication skills.
- Strong computer skills; Proficient with Microsoft Office Suite including Excel, Word and PowerPoint
- Ability to multi task and handle multiple and changing priorities within agreed timeframes
- Superior organizational skills and ability to work in a fast paced and deadline driven environment
- Solid problem-solving skills and the ability to exercise critical thinking
- Self-motivated; ability to work independently to complete tasks
- Detail oriented

Please apply directly to the email address below:  
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