

VP, Account Executive – Industrial Goods Supply Chain

Position Overview:

We are seeking a dynamic and experienced VP, Account Executive to join our growing team. This role focuses on building and maintaining strong relationships within the Industrial Goods Warehousing and Logistics sectors. The ideal candidate will have a deep understanding of these markets, a proven track record of creating and nurturing client relationships, and a strong interest in leveraging technology to drive business solutions.

Key Responsibilities:

- **Client Relationship Management:** Develop and maintain strong relationships with key stakeholders in the Industrial Goods Warehousing and Logistics sectors. Understand client needs and provide tailored solutions to drive business growth.
- **Market Focus:** Target the Industrial Goods Warehousing and Logistics sectors, identifying opportunities for NexStratus's AI-driven solutions.
- **Sales Strategy:** Develop and implement sales strategies to achieve revenue targets. This includes identifying potential clients, crafting proposals, and negotiating contracts.
- **Collaboration:** Work closely with the internal teams, including the technology, product development, and marketing departments, to ensure client needs are met and projects are successfully executed.
- **Industry Expertise:** Stay updated on industry trends, emerging technologies, and market dynamics to provide strategic insights and maintain a competitive edge.
- **Reporting:** Provide regular reports on sales activities, pipeline status, and market feedback to senior management.

Qualifications:

- **Experience:** Minimum of 7-10 years of experience in account management, sales, or business development, with a focus on the Industrial Goods Warehousing and Logistics sectors.
- **Industry Knowledge:** Strong understanding of the Industrial Goods Warehousing and Logistics industries, including key players, market trends, and challenges.

- Technology Savvy: A keen interest in technology, particularly AI and data analytics, and the ability to discuss and apply these technologies to solve client challenges.
- Relationship Building: Proven ability to build and maintain long-term relationships with clients and stakeholders.
- Communication Skills: Excellent verbal and written communication skills, with the ability to present complex ideas clearly and persuasively.
- Education: Bachelor's degree in Business, Marketing, Supply Chain Management, or a related field; MBA or other advanced degrees are a plus.

Why Join NexStratus?

- Be part of a visionary company at the forefront of AI-driven solutions in supply chain logistics.
- Work in a collaborative and innovative environment that values creativity and strategic thinking.
- Enjoy opportunities for professional growth and advancement.

How to Apply:

Interested candidates are invited to submit their resume and a cover letter detailing their experience and why they are the ideal fit for this role to admin@nexstratus.com.

NexStratus LLC is an equal-opportunity employer. We celebrate diversity and are committed to creating an inclusive environment for all employees.