



OmniTRAX Position Description

TITLE: Regional Director of Marketing and Sales – Northern Region

LOCATION: Chicago, IL

SALARY RANGE: Commensurate with qualifications and experience.

OmniTRAX, Inc. is one of North America's leading transportation management companies. Based in Denver, Colorado, OmniTRAX, Inc. managed businesses are located in 10 states and 3 provinces providing a full range of transportation and logistics services. These services include railroad, port, and industrial switching operations as well as intermodal operating services.

General Summary:

- Reporting directly to the OmniTRAX SVP/Chief Commercial Officer, this position is responsible for the revenue growth within the assigned region with acute attention to profitability.
- Develops and implements marketing and sales strategies using current market information, competitive and economic conditions, customer forecasts, and capacity reports.
- Develops and manages long term relationships with customers and service partners that lead to profitable growth and increased cash flow. Develops and implements plans to expand our position in the existing customer supply chain.
- Responsible for total account servicing which includes personal sales visits, maintenance of existing business, development of business plans, uncovering new market opportunities, negotiations involving price/service/equipment, and participation in economic and industrial development activities for expanded and new industry business.
- Builds relationships with economic development personnel, and other site selection influencers to insure that all opportunities in the area are pursued.
- Prepares reliable, accurate, and timely forecasts and pipeline reports to senior management.
- Develops a thorough understanding of the characteristics of the transportation shipping market and customer needs. Maintains a solid understanding of the competitive environment (trucking, maritime, intermodal, other rail) to capitalize on opportunities.

Education/Experience:

- Bachelor's Degree in a business related field preferred or equivalent combination of education and experience. Master's Degree a plus.
- Direct experience in sales, transportation, marketing, operations or logistics desired. Direct experience in railroad freight marketing a plus.

Contact Information:

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