



Senior Commercial Manager – Contract Logistics

DP WORLD CANADA

With the continued growth through acquisition that DP World continues to foster, their contract logistics division has emerged to further expand their suite of customer offerings. As such, DP World Canada is seeking an inaugural Senior Commercial Manager to take on this portfolio and contribute to the tremendous growth and success of the organization.

The Senior Commercial Manager – Contract Logistics is a senior individual contributor sales role focused on driving new business. Primary responsibilities include sales of contract logistics and value-added services, and pursuing growth of new accounts. This position is given a high degree of autonomy to manage the solution sales process, and is supported extensively by DP World Canada and Americas divisions.

The ideal candidate will bring an outstanding track record of strategic and tactical contract logistics business development and relationship management in a complex, multi-site, global organization. The Senior Commercial Manager will bring proven sales experience, process improvement expertise, and technical knowledge of contract logistics and value-added services. Please note that the role requires upwards of 70% travel-time; the successful candidate can be based in any major Canadian urban-centre.

If this is the next step in your professional career, please visit our website and submit your application to **Jennifer Madden** and **Suchin Pawa** at www.pfmsearch.com.

We are the leading provider of worldwide smart end-to-end supply chain logistics, enabling the flow of trade across the globe. Our comprehensive range of products and services covers every link of the integrated supply chain – from maritime and inland terminals to marine services and industrial parks as well as technology-driven customer solutions.

We deliver these services through an interconnected global network of over 300 business units in more than 75 countries across six continents, with a significant presence both in high-growth and mature markets. Wherever we operate, we integrate sustainability and responsible corporate citizenship into our activities, striving for a positive contribution to the economies and communities where we live and work.



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