



Global Account Director

Founded in 2001, we are a leading Supply-Chain data analytics and managed services provider. Our clients include Fortune 500 companies and portfolio companies of leading and well respected private equity firms. We are currently experiencing a rapidly growing demand for our services and are building an organization and implementing processes to efficiently scale. We are located in Chicago and expect to move to a modern and comfortable office space in River North in early 2018.

BridgeNet Solutions offers a unique working environment with a strong focus on its employees. BridgeNet offers a very competitive benefits and commission program and maintains an even more impressive employee retention rate. Many of our full-time employees have been with the company for more than half of BridgeNet's existence.

We are constantly striving to be leaders not only in the industry, but in the community as well. We pursue unique ways to help our clients and clients all the while searching for new ways to be active within our neighborhood and try and make a difference locally. Chicago gives us a wide variety of cultures and activities to support. We are always looking to join local community initiatives and actively participate in urban outreach programs.

The Global Account Director is a leading role within the organization. The primary responsibility is the complete relationship owner of 2-4 select named global clients. The role will consist of managing the BridgeNet Managed Services contract for the clients and all related contractual responsibilities. These duties consist of Supply-Chain visibility and analytical solutions specific to their needs as well as oversee the planning and implementation of Supply-Chain related projects. The Global Account Director will be responsible for ensuring a positive return on client investment by continually sourcing and communicating new opportunities and value. The ideal candidate will bring a positive attitude, possess extensive Supply-Chain and Logistics knowledge, possess excellent written and verbal communication skills, and demonstrate the ability to multi-task and meet deadlines in a fast-paced environment. Our salaries are market competitive and commensurate with experience.

Here's what we're looking for:

- Ability to develop trusted advisor relationships at all levels of the client's organization
- Proven track record of business development, utilizing a consultative approach
- Ability to form dynamic teams comprised of internal and external stakeholders utilizing multiple resources in order to achieve client and BridgeNet Solutions objectives
- Ability to penetrate the client's organization to gain a complete understanding of their Supply-Chain
- Own the client account planning process including the Strategic Client Account Plan
- Significant experience in Europe and Asia

Here's what you HAVE to HAVE:

- Bachelor's Degree in Business or a related field is preferred



- Strong communication and presentation skills (verbal and written)
- Have a minimum of 5 years of experience as Global Account Manager,
- Have a minimum of 10 years Supply-Chain/ Logistics/ Transportation Experience
- Strong organizational skills with emphasis on multi-tasking
- Ability to read, analyze, and interpret general industry documentation/communications.
- Demonstrate problem solving and negotiation skills
- Demonstrate time management skills, proven ability to prioritize and plan work, setting goals and objectives through the development of achievable plans
- Demonstrate ability to develop innovative approaches and ideas, display original thinking and creativity while generating opportunities and recommendations for improvement
- Advanced computer skills, including full proficiency with Microsoft Office Suite
- Strong analytical and investigative skills with emphasis on multi-tasking
- 30%-50% travel (10% overseas)

Here's what would be a bonus:

- Been a lead Account Manager for multiple fortune 500 companies
- MBA (emphasis on Supply-Chain)
- Six Sigma Certified
- Account Management experience in global (medium to large) consulting firm
- Multi-lingual
- Account Management experience in global logistics firms

This probably isn't the role for you IF:

- You do not have a wide breadth of Supply-Chain experience
- You have no experience managing projects overseas
- If you have not continually managed a global client for over 12 months
- Held a Business Development or Sales related role
- You don't have any client references that naturally speak of your effective, collaborative, leadership abilities