

BUSINESS DEVELOPMENT DIRECTOR FOR NORTH AMERICA (PARCEL DELIVERY INDUSTRY)

JOB DESCRIPTION, July 2020

www.clevylinks.com is a fast-growing multinational start-up exclusively providing logistics solutions for B2C cross-border e-commerce and already a leader in its industry, especially with a grasp of +30% of the e-commerce volume from China. Operating since 2009, CLEVY is quickly expanding its global footprint in a mission to revolutionize international trade.

CLEVY team is composed of some of the brightest international experts of mail/parcel delivery, customs, transport, IT, on-line marketing, international trade, government affairs, located in 3 continents. CLEVY intends to speed up the developments in North America.

Mission (new position) :

- Procurement of the last mile delivery services in the US and Canada, including the postal and private operators; development and maintenance of the relations with these providers,
- Sales Development with the American market places engaging in cross-border e-commerce,
- Set-up and monitoring of the necessary transport and logistics operations ,
- Intelligence on last mile delivery innovation,
- Additionally, if competence allows :
 - o Development of the same in Central and South America,
 - o Procurement of international air transport,
- Second phase : development of outbound flows,
- Any related operation or support.

Location : USA, whatever location with convenient international flights.

Reporting : The position is attached to CLEVY LINKS CEO, based in China, and the COO, based in Europe.

Requirements

- Graduate of an undergraduate diploma,
- Above 5 year experience in last mile parcel delivery in the USA,
- Experience in interacting with Service Providers,
- Good command of French, Spanish or Portuguese is a plus,
- Entrepreneurship spirit, deep personal involvement, sense of responsibility,
- Rigorous and well organized, strong analysis capacity
- Team spirit, good relational, communication and coordination capacity
- Willing to work on new projects which require to work resourcefully with high reactivity, autonomy and initiative, but also allows to exercise responsibility

Application : kindly send your CV and cover letter to jobs@clevylinks.com