

Position : Business Development Executive – North America (Container Sales)

Location : Montvale, NJ



SeaCube Containers is seeking a dynamic, results-driven Business Development Executive – North America to accelerate growth in our container sales business and expand our market presence across the region. This is a pure container sales role — focused on winning new business, increasing market share, and building strong, lasting relationships in both the primary and secondary container markets. The successful candidate will be a proven hunter and road warrior — someone who thrives on generating leads, meeting customers face-to-face, and closing high-value deals in competitive markets. This is an opportunity to directly influence SeaCube’s market performance in North America.

Essential Duties & Responsibilities

- Drive New Business – Identify, pursue, and secure new container sales opportunities across North America with a focus on high-margin transactions and strategic accounts.
- Build & Maintain Pipeline – Develop a robust pipeline through proactive prospecting, industry networking, and market intelligence.
- Face-to-Face Engagement – Conduct regular in-person visits with customers, prospects, and industry stakeholders to strengthen relationships and uncover opportunities.
- Close High-Value Deals – Negotiate and execute container sales that meet profitability targets and align with company strategy.
- Cross-Functional Collaboration – Partner with internal teams (Trading, Operations, Credit) to ensure smooth delivery, disciplined payment performance, and high customer satisfaction.
- Market Intelligence – Monitor market trends, competitor activities, and customer requirements to develop targeted sales strategies.
- Industry Representation – Represent SeaCube at container trade shows, networking events, and customer meetings to enhance brand visibility and drive business growth.

Essential Job Functions

- Industry Experience – 7+ years in container sales, trading, or related logistics/transportation sectors.
- Proven Sales Record – Demonstrated ability to consistently meet or exceed sales targets in competitive environments.
- Negotiation Skills – Strong commercial acumen with a track record of profitable deal-making.
- Hunter Mentality – Self-starter with relentless drive to seek out and close opportunities.

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Essential Job Functions

- Travel Commitment – Willingness and ability to travel extensively (50%+ of the time).
- Relationship Builder – Exceptional interpersonal skills with the ability to engage at all levels of a customer's organization.
- Execution Discipline – Strong follow-up, attention to detail, and commitment to delivering on promises

Qualifications / Skills

- 7+ years of container sales, trading, or related logistics/transportation experience.
- Proven record of meeting or exceeding sales targets in competitive markets.
- Strong commercial acumen with a history of profitable deal-making.
- Self-starter with a hunter mentality and relentless drive to close deals.
- Exceptional relationship-building and interpersonal skills, able to engage at all organizational levels.
- Willingness and ability to travel extensively (50%+).
- High energy, positive attitude, and strong team orientation.
- Excellent verbal and written communication skills.
- Proficiency in Microsoft Word, Excel, and PowerPoint.
- Bachelor's degree or equivalent experience.

Minimum Qualifications

- 1. Bachelor's degree or equivalent work experience.
- 2. At least 7 years of independent experience selling equipment, preferably in container sales or a closely related sector.

All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, disability, national origin, or veteran status.