



**JOB POSTING
TSR-202202-006**

Transtar LLC – Sales & Marketing Manager

Since the late 1800's, the Transtar companies consist of a group of rail carriers have been an important component in this country's industrial development. Moving billions of tons of raw materials to manufacturing sites. Transporting finished products to market. Storing and handling bulk commodities. Providing rail transport services to hundreds of satisfied customers throughout the nation's industrial heartland.

Transtar, LLC is looking for an enthusiastic self-motivated Marketing & Sales Manager who thrives in a fast-paced environment. The successful candidate is comfortable performing a wide range of tasks from administrative to strategic. The position is based in Pittsburgh, PA

Responsibilities

- Develop and maintain partnerships with regional customer base
- Manage and report sales results
- Work effectively with internal personnel
- Achieve the sales targets assigned in compliance with the company strategy
- Manage offers submission and negotiation according to delegated authority
- Identify and assess market trends, business opportunities, customer needs and orientations, competitors, and potential strategic partners
- Lead discussions with clients and partner addressing win to win solutions
- Provide knowledge on markets, clients, competitors, projects, resources, technical solutions to support the Sales & Business Development strategy
- Manage the regions existing customer base effectively to increase market volume and commercial opportunities.

Qualifications

- Undergraduate degree in Business Administration, Marketing, Engineering, or commensurate experience
- 5 years of experience in Sales, Business Development, or a special combination of education and experience and/or demonstrated accomplishments
- Experience in business operations and/or commercial activities, such as negotiation and contracting skills
- Technical aptitude and the ability to learn technical matter
- Data mining and analysis skills to analyze customer and industry data
- Analytical, critical thinking and problem-solving skills
- Strong presentation and written communication skills
- Comfort working independently
- Must be proficient with MS Excel and PowerPoint
- Willing and able to travel
- Basic Office Suites knowledge (Outlook, PowerPoint and Excel)

To apply for this position, please submit your resume via email referencing the JOB POSTING number in the subject line.

TranstarJobs@uss.com

Transtar LLC is an Equal Opportunity Employer. All qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, protected veteran status or disability status.