

What is Target Logistics and what do we do?

Target Logistics offers turnkey remote accommodation & catering services including camps and cruise ships, ferries and barges as floating hotels. We convert school and warehouse buildings into dormitories, build fully functioning temporary cities, feed thousands and provide every mode of transportation imaginable. A full compliment of life support services is also available including catering, recreation, housekeeping, laundry, medical, classrooms, security and waste management.

Job Description

Senior Account Manager/Director

Target Logistics seeks exceptional and experienced sales persons looking for an exciting opportunity and to enhance their sales career. Candidates should have a minimum of 3 to 5 years experience in the remote accommodations industry, selling temporary housing and life support services to some or all of the following industries:

- Oil & Gas
- Petrochemical
- Mining
- Forestry
- Large Construction Projects
- Military
- Foreign Aid
- Special Events
- Disaster Relief

Candidates must have a through knowledge and understanding of remote site and man-camp operations including at least a basic knowledge of construction, site engineering and preparation, modular building construction, catering, housekeeping, security, maintenance and hotel management and operations. Familiarity with cruise ships, accommodation barges, oilrigs and/or other floating structures is beneficial. A basic understanding of estimating, budgeting and finance is essential.

Preference will be given to those candidates that are presently employed or have previously worked at companies offering similar services, especially in a sales or business development role. Preference will also be given to those candidates that come from the client side including large EPC's (Engineering, Procurement and Construction), Construction Management and Construction Consulting companies or the Military.

The position is offered at our Boston headquarters. Relocation expenses may be available. Company benefits include vacation; expense re-imbursement, 401K and a health plan.

Daily activities will include research, cold calling, and meetings with sales management and operations personnel. There is a dedicated proposal development team that includes estimators, site planners and graphic artists to support sales development.

Occasional travel is very likely, including internationally. Trade shows will be attended. Excellent phone and presentation skills are required. A college degree is preferred, but not an absolute requirement. An entrepreneurial spirit is sought as well as diligence and attention to detail.

The position reports to Richard Getz, VP of Business Development.

A through working knowledge of PC's is essential along with the following software applications:

MS Word, MS Excel, MS PowerPoint, MS Outlook, ACT!, Adobe Acrobat.