

**Job Description:    DIRECTOR OF NEW BUSINESS DEVELOPMENT**

S. H. Bell Company, a well-established yet forward thinking Pittsburgh-based Company, has an immediate opening for a **Director of New Business Development**.

The Company's historical business has been providing warehousing, handling, processing, and packaging services to importers of industrial raw materials and metals in the interior of North America.

The successful candidate for this newly created position will report to the Company President. The position will be charged with expanding both **new product** and **new customer** diversity, while coordinating closely with the existing Sales & Operations Team.

Further responsibilities would include:

- Accelerating the Company's participation with bundling & providing **logistics services**, via a growing network of strategic alliances, and
- Helping with growth into **new geographical locations**, in order to more fully develop the Company's market coverage in North America, and pursue exciting new opportunities there.

Ideally, the candidate would have at least 10 - 15 year's experience in a sales or related industry field, and possess marketing analysis skills and natural networking abilities.

We are looking for someone with both a dynamic personality and an entrepreneurial spirit towards the future, as well as superior communication and team working skills which are essential components for successful integration of this new position with the existing business. Some travel, both domestically and overseas, comes with the territory in this job !

Salary commensurate with qualifications, bonus award eligibility, excellent health insurance benefits, and participation in 401(k) plan, are main features of a competitive compensation package.

**Send Resume to:**

S. H. Bell Company, Attn: President, P. O. Box 11495, Pittsburgh, PA 15238, USA

1 July 2008