



<https://gfnerds.com/job/senior-sales-executive-freight-logistics/>

Senior Sales Executive – Freight & Logistics

Description

Senior Sales Executive – Freight & Logistics



Senior Sales Executive – Freight & Logistics

Join a well established global Shipping & Logistics Organization as Senior Sales Executive !!!

Responsibilities:

- Responsible for securing new customers, and maintaining and developing existing accounts.
- Meet and exceed target set in terms of contributing and generating revenue for the department.
- Conduct and report minimum number of sales leads set by the management and transform a minimum of those into revenue generating business.
- Maintain records of customer details / sales visits in the Orient.
- Identify potential customers and register opportunities in Orient; relentlessly pursue realization of such opportunities leading to revenue for the company.
- Regularly visit existing accounts validating our service levels and develop new revenue streams.
- Negotiate with the accounts as per price guidelines given, looking to maximize profits.
- Follow up on customer communications in a timely and professional manner.
- Support Customer Service and work closely with Operations and Documentation on the execution of customer service contracts.
- Promote the services and products of all entities, and coordinate sales efforts with other department sales.
- Assimilate market information and take part in the overall business development through weekly / monthly sales meetings.
- Follow up with clients for out standing supported by the Finance Controller.

Responsibilities

Requirements

Accountabilities

Hiring organization
GFNERDS

Employment Type
Full-time, Contractor

Beginning of employment
1 aug 2021

Industry
Freight & Logistics

Job Location
Amman , Jordan

Working Hours
9

Date posted
June 7, 2021

- Meet and exceed revenue targets set per Segment/ Product.
- Create and develop new revenue on existing accounts.
- Maintain customers profile report and follow up on leads.

Qualifications

- Minimum 1 years Sales experience in Freight Forwarding / Logistics
- Self-motivator / Aggressive / Ambitious
- Extrovert
- Fluent English
- Microsoft Office
- Project Logistics/ Off-shore Logistics experience an advantag

Job Benefits

based on experience

Contacts

hr@gfnerds.com