

Sales Executive China

Starting date: ASAP

Direct reporting: Sales Director Asia Pacific

Location: Shanghai

Company

Our client is an expert company in freight forwarding and overseas logistics. They implement transport & logistics solutions globally to facilitate the management of your end-to-end supply chain.

Responsibility

- Identify and prospect new business/clients via sales/cold-calling and sales activities
- Following up on cold calls to potential prospects to increase your sales and achieve your goals.
- Attending to sales meeting with customers, enquires, generate and present quotations
- Expand and cultivate new accounts in line with target/strategy set up by your direct reporting
- Organic growth for existing customer
- Generate new sales leads, contract negotiation and sales closure.
- Focus on French customer development and be strategic entry point for our French network
- Pipeline maintenance: Customer/lead's qualification: develop and actively grow the pipeline of relevant customers including both decision makers and those who can influence this by managing customer interactions from seeking initial appointment to customer on board.
- Provide excellent customer service and ensure customer satisfaction for developing long term relationships with customer.
- Understand competitor, market and industry trends and develop strategies for product positioning.
- Responsible for delivering expected sales revenue target and profitability.
- Prepare month-end sales reports.
- Attend to customers feedback/ complaints and follow up with after sales service.
- Act as the customers' main point of contact, by liaising closely with the relevant departments to ensure that their queries, problems, or issues are deal with appropriately.
- Other responsibilities that may be delegated or stipulated by management from time to time.
- Any other ad hoc basis work on administrative duties assigned by Manager.

INCENTIVES

Incentive to be defined by February each year.

Trimestral revision will be done. Additional bonus might be considered based on results.

Requirements

- Ability to build relationships
- Positive-Creative Mindset
- Self-motivated and driven by targets
- Teamwork and collaboration
- Customer solution oriented
- Excellent communication skills, verbal, and writing

- Organizational skills and attention to detail
- Negotiation skills

REQUIREMENT:

- Min 2-4 years' experience in same type of position
- Strong knowledges in freight forwarding
- Bachelor's degree or above
- English, French fluent
- Additional language is a plus

Please send your resume to: sh-recruitment@ccifc.org