

Trade Lane Business Development Manager - France

Location: Shanghai

Company

Our client is an Austrian family-owned logistics company with over 500 years of history and over 180 locations globally.

Job Summary

Performs a wide variety of duties related to the business development between China and France.

Job Responsibilities

- Coordinate and Communicate
 - Communication alignment between CN and France Partner in the areas of Sales/Service/Product
 - Collect sales leads effectively, and provide necessary support to overseas colleagues
 - Report common service issues, and urge related problems of trade lanes / cargo for update on a timely basis
 - Resolving when come across emergency, and make sure of smooth internal and external communication
- Key Account Management
 - To maintain and strengthen the business relationship with those selected key accounts
 - Visit customers regularly to understand their needs and provide solutions based on customer business development
 - Solve problems for customers timely, handle complaints, and continuously improve customer satisfaction
 - To ensure that all information/quotations related to key accounts are passed on to relevant overseas offices or China branches timely for proper processing
- Sales Activities
 - Setting up annual BD target, clear measurable target with number of new account and profit to be achieved
 - Sales on China/France trade lane, and supporting all concerned sales activities
 - Working closely with operation dept. and ensuring all daily routing orders or general cargo inquiries are correctly passed on to local CS staffs for their proper follow-up
- Marketing promotion
 - Promote trade lane products to FTS and China SF&AF line management
 - Collect feedback of product, product promotion and training to local sales.
 - Raise product requirement or improvement suggestions based on the market information, and improve / update products continuously
 - Provide training for FTS and CS&OP on the knowledge of trade line France

Requirements:

- Punctual, organized, leadership spirit
- Have excellent customer communication skills and strong market development capabilities
- High degree of work enthusiasm and customer service concept, with affinity
- Able to communicate with other departments, overseas and carriers

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