

## Branch Sales Manager

**Location:** Guangzhou

**Sector:** Logistics, Shipping, Freight Forwarding & Import/Export

**Starting date:** ASAP

### ABOUT THE COMPANY

Our client is a global leader in international transport & logistics. The company has enriched its expertise to become a tier-one supply chain partner and one of the top 10 transport and logistics companies in the world with the largest integrated logistics network in Africa.

### MISSIONS

Dedicated to development of general cargos Air/Sea and all other products exclusive of TELCOM business to Africa;

Develop new products and generate new traffics to grow revenues and profitability;

Increase the volume and Gross Margin and accountable for the achievement of the African route budget.

### RESPONSIBILITIES

#### Route cargo development:

- Develop key freight forwarding route and global industrial projects
- Drive Route development plan to grow revenues and profitability;
- Increase the volume and Gross Margin and accountable for the achievement of the Guangzhou Local sales budget
- Define new products especially for W/B traffic, combined freight (i.e. sea/Air) and Logistic/ Distribution for general cargo;
- Responsible for generating new traffics, especially SE/AE on the assigned route;
- Define target accounts jointly with overseas counterpart and relevant countries/ regions and product/ commodities to focus on and deploy strategy accordingly;
- Increase company market share on the key routes like Intra Asia, Europe, Africa etc.;
- Benchmark company rates with market competitors (sea freight, air freight, sea-air etc.);
- Provide constant feedback on market situation and alert overseas partners and management team on related changes or anticipated changes
- Conduct regular business review with local BMs and regional management;
- Co-ordinate the response and resolution to customer claims & complaints;
- Plan for corrective and preventive action to seek the continuous enhanced service quality;
- Identify and develop effective relationships with key customer's organizations, to ensure maximum leverage for company's interests;
- Build Customer confidence in company's ability to respond to their current anticipated needs, by developing in-depth understanding of customers' problems and influencing strategy accordingly;

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### Reporting:

- Usage of Concerto-Usage of concerto (sales lead, visit, quotation);
- Weekly report-Ensure reports detailing the outcome of previous week's activities is submitted to BM SCN;
- Monthly report-Liaise / Report to Local Management on activities;

### Sales leadership:

- Manage CAN outdoor sales/inside sales/sales assistant to achieve annual CAN sales budget;
- Monitor CAN outdoors sales to ensure sales KPI is well followed;
- Support teammates when he/she face challenge or obstacle;

Work as key member for SCN sales GM for suggestions to building up stronger sales team.

## **REQUIREMENTS**

### **BASIC SKILL LEVEL**

- Bachelor degree or education in related field;
- Experience in Freight forwarding;
- Knowledge of Logistic and Supply Chain management;
- African knowledge & experience;
- Customer service orientation. Business Person orientation;
- Numeracy, written and oral communication skills;
- Leadership experience in logistics market;
- Fluent in English and Chinese, French speaking a plus.

### **SPECIFIC SKILL LEVEL**

- Leadership skill for sales team
- Good communication/interpersonal skills
- Presentation skills

## **APPLICATION**

Please send your application with CV before July 10th to:

[sc-recruitment@ccifc.org](mailto:sc-recruitment@ccifc.org)

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