

Sales Executive

Location: Guangzhou or Shenzhen

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

Starting date: ASAP

Report to: Sales Director Asia Pacific

ABOUT THE COMPANY

Our client is a multimodal transportation provider (AIR-SEA-RAIL-ROAD). 9 Offices in China: Shanghai, Beijing-Tianjin, Guangzhou, Nanjing, Ningbo, Qingdao, Shenzhen, Xiamen & Hong Kong. Member of International Network, our client provides shipping and logistics anywhere in the world: import/export process, AOG, customs brokerage, shipping documentation, logistics optimization, warehousing & Supply Chain Management, sorting, labeling, (re)packing, GOH, Quality Control, PO Management, IT systems, e-logistics, express and hand-carry services.

RESPONSIBILITIES

- 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.

With over 10 years of experience, CCI FRANCE CHINE Recruitment Department supports companies in their recruitment needs and helps candidates find a professional opportunity across China.

To access more job offers, consult ccifc.org

REQUIREMENTS

- Minimum 2 years' experience in same type of position of freight forwarding, import/export or supply chain industry
- Strong knowledges in freight forwarding
- Bachelor degree or above
- English, French fluent
- Additional language is a plus
- 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

APPLICATION

Please send your resume and your motivation letter to Ms. Laurence LIU:

sc-recruitment@ccifc.org

With over 10 years of experience, CCI FRANCE CHINE Recruitment Department supports companies in their recruitment needs and helps candidates find a professional opportunity across China.

To access more job offers, consult ccifc.org