



Strategic Sales Manager - 3PL

Job Brief:

Due to the expansion within the organization there is a renewed focus in identifying, developing and growing the sales within the 3PL product offering. The role is targeted at increasing the company profile when it comes to 3PL, dealing with strategic accounts in line with budget and company plan.

Job Profile:

Identify new business opportunities and convert opportunities into revenue in line with annual budget.

Responsible to actively manage new proposals through presentation, proposal submission, negotiation and business closure stage.

Contributes to the development and implementation of the Sales Plan to support the Sales and Marketing strategy.

Manages the sales cycle from the contacts stage to the post-closing stage for all sales to ensure all requirements of client business is understood and clearly addressed such as to have a clear scope of work defined for the contract.

Engage closely with product heads and support functions to ensure new business is in line with guidelines.

Where applicable ensure SOP / contract / MOU is signed on time in line with partnership go-live date.

Ensure implementation of new business into operational phase by setting clear goals for the implementation with the PMO office and monitor implementation as per agreed frequency to ensure implementation is on track. Act as escalation point for corrective action, for any identified setbacks.

Ensure clear SOPs/KPIs are developed, agreed and communicated before start-up of operations.

Ensure correct credit applications are submitted where required as per the credit application process.

Update CRM with all existing and new business opportunities.

Ensure visit targets for existing and new business opportunities is achieved.

Reports submission on time as per set team target.

Support Strategic Management team in securing information/ meeting for assigned industry leads.

Experience and Skills:

Bachelor's degree or equivalent experience in Contract Logistics Sales / Marketing / Supply Chain Solutions.

Experience within the Contract Logistics industry, Warehousing and road freight, in a sales & business development function handling large customers.

Experience in developing and executing strategic and tactical plans, in a large and dynamic sales environment.

Fluency in English (written and spoken) is a must.

Excellent client / management presentation skills.

Ability to work under pressure.

Ability to influence and build relationships at all levels.

An element of diplomacy to navigate the multi-stakeholder environment.

Be able to see “the bigger picture” including an understanding of all stakeholders i.e. customers, employees, outsource partners and network offices.

Drive and resilience, particularly with regard to implementing strategy and managing development & change.

Proactive self-starter.

Computer Skills:

Advanced proficiency with MS Word, Excel, and PowerPoint.

We thank you for your interest in this role. Should your profile meet our client's requirements, you will be contacted by our team within 96 hours of application submission.