



## **Sales Manager Freight Forwarding**

### **Job Brief:**

The Sales Manager is responsible for growing the company global freight forwarding business in an assigned territory, in accordance with corporate objectives (i.e. revenue & profit targets, product growth initiatives, etc.).

The Sales Manager is a highly motivated individual with a strong import/export in both ocean and air transportation skill set, capable of developing compelling value propositions that foster strong relationships.

### **Job Profile:**

Find & develop qualified leads and then convert them through the sales process into prospects and customers. Will focus on the growth of strategic business and services offered by the company.

Engage prospects and customers to present the company's services, always striving to find win-win solutions that expand and further client relationships.

Performs regular visits to qualified prospects and customers, in accordance with Management's directives, to drive the business and grow the company revenue, market share and profitability.

Builds relationships at all levels and represents the company in a professional manner, including making presentations.

Self manages various administrative aspects including the sales team.

Updates to customer relationship management (CRM) software and prepares/submits all required reports in an accurate and timely manner.

Achieves the annual growth targets (revenue, profit, volume) as defined in the budget, must be capable of closing business independently.

### **Experience and Skills:**

Sales experience within the freight forwarding sector, demonstrating a few years at management level, handling of team of sales professionals.

Should have a book of business and strong relationships with external stakeholders.

Ability to sell and represent the company at a senior level.

Must have very good interpersonal skills coupled with the ability to communicate (written and verbally) in English.

A sharp business acumen with a commercial and consultative sales approach is must.  
Good working knowledge of freight-forwarding and the local market is keen.

*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.*