Regional Container Lines

Join US!

Executive / Snr. Executive (Sales)

Responsibilities:

- Drive sales of logistics services, including Ocean Freight, Trucking, Warehousing, Cross-border transport, and Customs clearance.
- Expand customer base and achieve assigned sales KPIs.
- Build and maintain strong relationships with service providers to maximize profit.
- Support the Customer Service team in enhancing service levels through effective Customer Relationship Management (CRM).
- Develop sales plans and introduce services to target customers.
- Coordinate with suppliers to ensure service quality and compliance.
- Evaluate service yield and analyze customer portfolios.
- Prepare and submit weekly sales reports.

Qualifications:

- Bachelor's degree in Business Administration/ Logistics or any related field.
- Minimum 2 years working experience as a Sales/ Key Account in freight forwarding with an understanding of all related processes and documents.
- Extensive knowledge of logistics services, freight forwarding and shipping lines.
- Good skills of MS Office (Word, Outlook, Excel and Power point).
- Good command in reading and writing English.

Apply Now



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" START YOUR JOURNEY AND AMBITION WITH US "