

## Job Description – Manager Sales

- Sales team development and retention.
  - Coordinate with sales representatives to generate and meet with prospective leads
  - Track and report all sales activities
  - Develop and execute sales strategy through market analysis
    - Identify and work on opportunities across sectors for favourable closures
    - Possess a strong commercial, contractual and operations understanding
    - Map competition activity related to business as well as the customer projects
    - Maintain and develop strong working relationship with customer stakeholders
    - Maintain a strong working relationship with internal stakeholders
    - Remain primary customer contact until contract sign-off and project implementation sign-off with stakeholders
  - Plan for new/existing customer visits for volume and GP growth, Customer retention & proactively meeting for their requirements & issues resolutions.
  - Relationship development with the existing and new customers.
  - Responsible for securing new customers and maintaining and developing existing accounts.
  - Cold Calling and Deep selling
  - Regularly visit existing accounts validating our service levels and develop new revenue streams.
  - Maintain Sales Pipeline and achieve sales target.
  - Responsible for developing close relationship with all accounts and gain a clear understanding of customer's business & requirements, adopting customer centric approach.
  - Gathering market information and take part in the overall business development through weekly/ monthly sales meeting.
  - Negotiate with the clients as per price guidelines given, looking to maximize profit.
  - Collect relevant customer information for RFQ and prepare documents for customer implementation in order to ensure proper operational handover with SOPs and implementation to meet customer expectations.
  - Work closely with internal and external stakeholders in order to maximize the customer satisfaction and earn better revenue.
  - Follow up with clients for outstanding supported by the Finance department.
  - Lead Generation.
  - Help credit team for credit follow-ups and payment collection.
  - Supporting teammates in team tasks & operations to understand the customer's requirement for smooth execution.
- To assist the Route Development Manager for internal and external visitor arrangements
- To prepare sales & marketing material, presentations for the specific approach to existing or potential clients
  - To represent and follow the company philosophy, quality management system and highest standard of business practice

- To identify new potential clients (target clients) according to the sales budget within the sales territory and specified products
- Re-approach 'lost' / 'sleeping' accounts in order to dig out new potential opportunities within the sales territory

**Desired Candidate profile:**

1. Excellent track record achieving and exceeding targets
2. Excellent interpersonal & communication skills (Verbal and written)
3. Self- motivated & ability to work independently
4. Working Knowledge & understanding of International Freight and Operation
5. Highly organized & detail oriented
6. Effective presentation and customer relations skills
7. Excellent listening skills