



PR/157856 | Sales Manager - Freight Forwarding

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1505305

Industry

Logistics, Storage

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

November 19th, 2024 11:35

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Sales Manager - Freight Forwarding

Malaysia-based logistics company is looking for aggressive and hunter-sales approach lead to be part of their team in Penang.

Job Responsibilities

- Collaborate with senior management to define and refine the company's business development goals and objectives.
- Proven record of growing business and starting new accounts.
- Formulate and implement innovative business strategies to achieve revenue targets and increase market share.
- Identify and target potential clients through various channels, including cold calling, networking events, online platforms, and referrals.

- Cultivate strong and lasting relationships with clients, understanding their needs, and providing tailored solutions to meet their requirements.
- Conduct regular follow-ups and client meetings to ensure customer satisfaction and retention.
- Lead negotiations and close deals to achieve revenue targets and drive business growth.
- Provide regular reports on sales activities, lead generation, and pipeline status to senior management

Job Requirements

- At least Diploma in business administration, marketing or relevant field
- Proven experience in business development, sales, or relevant roles within the freight and logistics industry.
- Sales experience with success in the cold-calling environment.
- Strong understanding of market dynamics, industry trends, and competitive landscapes.
- Excellent interpersonal, negotiation, and communication skills.

Benefits

- Career advancement
- Commission and incentive based

Company Description