

SALES EXECUTIVE - HCMC

JOB DESCRIPTION

ABOUT THE COMPANY

A French world-wide group with 900 employees, has built its brand image to a unique global experience and expertise. One of their main activities is Project Forwarding Solutions (cargo handling and general forwarding mostly by Freight) such as warehousing, packing and moving in order to relieve clients from import & export issues.

To support their growth, we are looking for an autonomous and fast learning Sales Executive in the Freight Forwarding Industry.

MISSIONS

- ✓ Identify and secure old and new customers by generating continuous interest and developing strong and sustainable relationships
- ✓ Report monthly about the sales activities, the pending projects and the short term development targets
- ✓ Develop and animate customer relationships and give solutions and advice when needed
- ✓ Collect and report information in order to identify new business opportunities for existing customers
- ✓ Prepare sales quotations and contracts based on company policy
- ✓ Increase the revenue and the margins through the business expansion

QUALIFICATIONS & SKILLS

Diploma: BsC in Foreign Trade, Freight Forwarding or Logistics, or any related fields

Experience: 2-3 years experience in Import-Export procession both road, sea and air with Freight forwarding company.

Languages: Vietnamese native, English Fluent

- ✓ Knowledge of customs formalities, import/export procession
- ✓ Excellent Communication and Negotiation skills
- ✓ Customer and result oriented
- ✓ Good interpersonal skills and team work
- ✓ Excellent organizational and problem solving skills

Contact: hr@eraiasia.com