

## B2B Sales Executive (Transportation)

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Company: Ninja Van

Location: Phra Khanong

Category: other-general

Ninja Van is a tech-enabled logistics company on a mission to provide hassle-free delivery services for businesses of all sizes across Southeast Asia. Launched in 2014, we started operations in Singapore and have become the region's largest and fastest growing last-mile logistics company, partnering with over 35,000 merchants and delivering more than 1,000 parcels every minute across six countries. At our core, we are a technology company that is disrupting a massive industry with cutting-edge software and operational concepts.

Powered by algorithm-based optimisation, dynamic routing, end-to-end tracking and a data-driven approach, we provide best-of-class delivery services that delight both the shippers and end customers. But we are just getting started! We have much room for improvement and many ideas that will further shape the industry. **Why we need you**

We are looking for a B2B Sales Executive who is passionate in logistics/express industry and sales driven to become a part of our ninja tribe. You will be an essential part of Ninja Van to drive sales and acquire our potential clients as a part of new business initiatives.

### **What you will be doing**

Identify and seize new business opportunities, understanding the unique needs of prospective clients

Collaborate with internal stakeholders to tailor services, operations, and pricing to align with client objectives

Act as a dedicated contact for clients, ensuring a positive customer experience and coordinating with relevant departments when challenges arise

Ensure successful conversion and seamless onboarding including managing all related documentation

### **Who are we looking for**

At least 1 year of background experiences with proven records in B2B Sales, Business Development, Corporate Sales, or Category Sales

Experiences and good understanding in logistics, express, or freight forwarding is highly preferred

Bachelor degree in any related field

Good communication skills in Thai and English

Excellent sales, negotiation, and interpersonal skills

Ability to work in the fast pace and dynamic working culture

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Generated on: 2024-05-07 15:00 by Expertini.Com