

Sales Logistics & Freight Forwarder

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Company: PRTR

Location: Thailand

Category: other-general

Our clients handle a port business that loads and unloads imported and exported containers.

Responsibilities:

Presenting promoting and selling products/services using solid arguments to existing and prospective customers.

Performing cost-benefit and needs analysis of existing/ potential customers to meet their needs.

Establishing developing and maintaining positive business and customer relationships.

Reaching out to customer leads through cold calling.

Establishing resolution of customer problems and complaints to maximize.

Achieving agreed-upon sales targets and outcomes within schedule.

Coordinate sales efforts with team members and other departments.

Analysis of the territory/ market's potential and tracking sales and status reports.

Supporting management with reports on customer needs, problems, interests, competitive activities, and potential for new services/businesses.

Keeping abreast of best practices and promotional trends.

Continuously improving through feedback.

Qualifications:

Bachelor's degree in business, marketing, economics, logistics, or a related field.

Experience in sales & marketing/ logistics/ freight forwarder/ shipping business.

Understanding of the sales process and dynamics.

Good command of English is required.

Superb interpersonal skills, including the ability to quickly build rapport with both customers and suppliers.

Had own transportation.

Working base in Bangkok.

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