

Global Sales Executive - Leading Freight Forwardin

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Company: Oceanic Resources International

Location: Bahrain

Category: other-general

GLOBAL SALES EXECUTIVE – LEADING LOGISTICS AND SCM PROVIDER
COMPANY: My client are a publicly owned company that provide logistics solutions that touches on all aspects of the supply chain. THE ROLE: As Global Sales Executive, you will be responsible for prospecting, cold calling and qualifying potential clients. In conjunction with local management, you will also be responsible for proposing customised logistic solutions to the customer, closing business, and the implementation and retention of business. You will be expected to meet specific net revenue and sales call goals. Manage and organise work efforts to exceed sales plan as developed in conjunction with local management. Achieve sales goals through hands-on market planning, personal sales execution and development of business relationships with key customers, new business and retention. Maintain constant familiarization of product offerings and developments. Research and maintain current information regarding: Competitive information, Top Customers and their requirements, Specific solutions offered to customers. THE CANDIDATE: The ideal candidate has both operational and sales experience. A demonstrated ability to self-manage and motivate is critical. You will have excellent communication skills, both written and oral. You must have a professional attitude and attire and be able to accept and exemplify their unique culture. Five years experience in Sales, preferably in a related industry. Display sense of urgency, attention to detail and excellent organisational abilities, working well under pressure. Strong sense of confidentiality. Ability to work overtime as necessary. LOCATION: Bahrain PACKAGE: Excellent + Commission TO APPLY: In the first instance, please forward your updated CV to Ameet Foord on

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