

## SALES EXECUTIVE\_LCL IMPORTS for KSA

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Company: Reliance Career Opportunities

Location: Riyadh

Category: other-general

Date Posted: 11-3-2024

Position: SALES EXECUTIVE \_ LCL IMPORTS

**Job Location: RIYADH, DAMMAM & JEDDAH - KSA**

### **Candidate Location: KSA**

As a Sales Executive, you will be responsible for identifying new business opportunities in order to generate revenue, improve profitability and help the LCL Imports business grow.

Improving the NVOCC import volumes & ensuring the volume / revenue budget is achieved.

Promoting and growing NVOCC products & services.

Visiting clients & also having joint sales visits with the Manager as needed.

Updating daily & weekly sales activities.

Attending weekly sales meetings to discuss previous weeks activities & coming weeks plan.

Monitoring & generating sales / coordinator monthly reports.

Reporting to Sales manager on teams requirement /support needed for the team.

Communicating with agents when escalation is required.

Promoting the company name and values through marketing tools.

Informing and educating our customers on our rates, regulations/procedures regarding all aspects of our business.

Coordinating with internal operations team to ensure proper service to customers.

Following up with customers / clients for outstanding payment collections.

Joint visits with Department Head with all key accounts on a monthly basis.

Identify prospective clients and meet them regularly.

Develop and maintain an effective relationship with existing customers.

Onboarding new customers on a monthly basis.

Fulfill sales targets as well as growth targets for volume and market share for Sales Department.

Requirements:

**Minimum 3 years sales experience in LCL / Freight is a must.**

Candidate must possess at least a bachelors degree, Logistics / Economics or equivalent.

Good knowledge of international freight forwarding and logistics.

Good communications, presentation, and negotiation skills.

Excellent customer service attitude and skills.

**A valid KSA driving license is a must.**

**Competitive salary**

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