

Job Description

Role: Sales Manager

Location: Jasola, New Delhi

Industry: Freight Forwarding

Vertical: Air & Sea – Import - Export

Role responsibilities and expectations:

- Candidate should have 5 - 10 years of experience in sales in the freight forwarding industry with a proven track record of dealing with shippers, intermediaries and leading corporates.
- Should be able to independently generate sales, visit customers and secure business.
- Should develop business plans and sales strategies for the market that ensures attainment of company sales targets and profitability.
- Maintain healthy on time receivables & strictly monitor level of bad debts.
- Initiate and coordinate development of action plans to penetrate new markets.
- Provide weekly EOWs & monthly Sales Report to management regarding sales performance.
- Create and conduct presentations as and when required.
- Control expenses to meet budget guidelines
- Timely recover money after the credit limit is over.
- Adhere to all company policies, procedures and business ethics codes and ensure that they are implemented properly.
- Maintain contact with all clients in the market to ensure high levels of client satisfaction
- Demonstrate ability to interact and cooperate with colleagues and associates.

Salary will be based on the experience, market standards and the value you'll bring to the organisation.