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Business Development Executive

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Company: MCM Global Recruitment

Location: İstanbul

Category: other-general

Key Responsibilities:

Generate freight forwarding business by selling the company's end to end products and services.

Ocean Freighting - Export, Import and X-Trade Sales (both FCL & LCL).

Air Freighting Export, Import and X-Trade Sales.

Warehousing & Distribution.

Customs Clearance & Transportation - Both Export and Import for Ocean and Air shipments.

Break Bulk / ODC shipments.

Increasing revenue through retention of customers as well as identify and develop new client base.

Pro-active customer handling with timely renewal of rates, follow up for repeat business and collecting payment on time.

Effectively identify and communicate customer's needs by actively engaging with internal teams to resolve challenges.

Requirements:

Minimum 4 - 6 years experience in freight forwarding Sales (Air and Sea).

Must have existing customer base in the market.

An understanding of logistics operations and Freight industry, products & services.

Valid Driving License is a must.

What we can offer

- Competitive salary and sales incentives.
- Career growth and development opportunities.
- A supportive and inclusive workplace culture.

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