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District Sales Executive / IZMIR

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Company: Expeditors

Location: Izmir

Category: other-general

Job Description

The focus of the District Sales Executive (DSE) is on achieving results that are aligned with the overall organization and its strategic goals. Initiative, coupled with a sense of competitive drive, and the ability to stay focused on results despite changing conditions, are the keys to achieving the performance objectives of the District Sales Executive role at Expeditors.

The DSE orchestrates involvement of multiple people in our Sales process, so that new customer revenue is consistently secured for our district office and Expeditors network. The job environment is flexible, constantly changing, and provides growth opportunity, recognition and reward for the achievement of business results. This position reports to the District Sales Manager.

Key Deliverables

These are the minimum results expected from a successful District Sales Executive:

Manage an assigned territory and demonstrate extensive knowledge of potential customers and competitors in this area

Timely data entry in our Customer Relationship Management tool

Orchestrate customer / branch relationships and collaborate with regional Product, Service, Geo, and Knowledge Management resources

Participate in the creation of value-added solutions for customer's logistics needs, including supporting diagrams and cost-benefit calculations

Support the transition of new accounts through customer introductions, information transfer, and securing any necessary customer paperwork. When needed, support AR (accounts receivable) collection.

Attend training & development sessions to continue developing selling skills and updating Expeditors Product and Service knowledge

Involvement in local trade groups, as directed by the District Sales Manager

Take on additional assignments as required, supporting company needs

Qualifications

The ability to meet with customers off-site on a regular basis

Oral and written proficiency in the English language

Strong problem solving, organizational, and interpersonal skills

Ability to work productively both individually and in a team environment

Sense of urgency for goal achievement

Self-motivated with ability to work in a fast-paced and constantly changing environment

Comfortable with regular data entry on a laptop computer

Strong rapport and relationship-building focused

Empowered to make quick decisions in response to changing conditions

Extroverted, confident, enthusiastic and persuasive

Influences others to action

Timeliness and accountability for results

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