

Field Sales Executive Ocean Freight(*)

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Company: DB Schenker Arkas

Location: İstanbul

Category: other-general

Job description

By objectives, keeping current customer portfolio and making medium-scale customer visits to increase the company's profitability and taking necessary actions to improve business volume. Communicating with the relevant department on the customer's demand, providing optimal profitability and best offer to the customer and organizing the loading in case of positive return. Finding solutions for unapproved shipments by communicating with relevant product departments and sharing shipment information with the customers. Communicating with the customer responsible when its necessary for the collection of client payment problems. Providing attendance in coordination of the relevant product department during tender periods. Keeping up-to-date potential customers' information data and making data entries of periodical visit reports and order details. Making market and competitor analyses and reporting them to related units.

Bachelor's Degree in related areas.

At least 2 years of field sales experience in the international forwarding & logistics sector.

Sales experience and market knowledge are a must.

Strong communicator and solution-oriented.

Stress management.

Good command of written and spoken English.

MS Office user experience.

Based in İstanbul&İzmir

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