

Turkey Jobs Expertini®

Field Sales Executive Ocean Freight(*)

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Company: dbschenker

Location: Istanbul

Category: other-general

Your tasks

By objectives, keeps current customer portfolio and makes medium-scale customer visits to increase the profitability of the company and takes necessary actions to improve business volume.

Communicate with the relevant department by the customer's demand, provide optimal profitability and best offer to the customer and organize the loading in case of positive return.

Find solutions for unapproved shipments by communicating with relevant product departments and sharing shipment information with the customers.

Communicate with the customer responsible when its necessary for the collection of client payment problems.

Provide attendance in coordination of the relevant product department during tender periods.

Keeps up-to-date potential customers' information data and makes data entries of periodical visit reports and order details.

Makes market and competitor analyses and reports them to related units.

Requirements

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

Our offer

At DB Schenker, you are part of a global logistics network that connects the world. A network that allows you to shape your career by encouraging you to contribute and truly make a difference. With more than 75,800 colleagues worldwide, we welcome diversity and thrive on individual backgrounds, perspectives and skills. Together as one team, we are Here to move.

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