

Route Development Executive Ocean Freight(*)

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Company: DB Schenker Arkas

Location: İstanbul

Category: other-general

Job description

- Identify top target accounts and develop / support strategy to approach and secure business based on trade lane master plan
- Support sales to develop business opportunities related to trade lanes
- Assess and create sales lead development and drive lead quality and monitor the follow-up of leads and execution/results on the trade lane
- Actively develop target accounts with substantial volume on the trade lane together with country Account Management
- Gather and distribute market knowledge to Sales regarding competitors, capacities and prices on specific trade lanes
- Contribute to budget/target setting for specific trade lanes and drive trade lane campaigns
- Regularly meet with customers through joint sales visits (locally and/or overseas) to understand requirements and tailor the right solutions to gain trade lane business

Bachelor's degree or equivalent required, specific to supply chain logistics or global transportation.

At least 5 years requiring sufficient logistics/transportation background to secure new business

Sales experience and IET market knowledge are a must.

Strong communicator and solution-oriented.

Good command of written and spoken English.

Based in İstanbul

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