

الرجاء إرسال الطلبات إلى: hr@fwl.com.sa أو الاتصال بالرقم: 011 444 1111

JOB	VACANCY
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A leading Company in	Dammam, Saudi Arabia
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Job description

Logistics Sales Manager will oversee and lead the logistics operations activities of our key clients. In particular, the role will involve:

The key responsibilities:

Preparation of logistics plans to support relevant operations of FWL clients.

Managing the logistics staff.

Plan and execute sales visits to both existing and prospect customers:

- Sell the whole range of products (Air/Ocean/Land/Storage)
- Enter all relevant data in CRM
- Ensure complete and current client information (potential, decision makers, record communication, etc.)

Manage the pipeline and coordinate with higher management and other regions.

Meeting management quarterly and annual sales goals.

Hire and train sales staff.

Investigate share of market and develops customers via up-/cross selling

Managing and securing key accounts including supervising staff to:

Liaising with suppliers and clients to get the required documents

Proper contact with shipping/air lines.

Arranging logistics with origin partners

Arranging clearance with FW customs department

Supervising delivery or storage based on clients needs.

Qualification:

- Minimum 8 years experience in 3PL, or in the supply chain field in sales function.
- Bachelor's Degree in management, administration or related field;
- familiarity with CRM software

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| - | Excellent interpersonal skills and ability to work in a multi-stakeholder environment; |
| - | Fluency in oral/written English; |
| - | Knowledge of Arabic language is an advantage. |
| - | IATA qualifications are advantage. |

Package:

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| - | 2400 USD include salary and housing allowance |
| - | Annual tickets for employee |
| - | Medical insurance for employee, wife, and children in Saudi Arabia |
| - | Quarter commission scheme. |
| - | Annual bonus |

Interested candidates send their CVs to

Put the position and the grade in subject field

00962798547372

Edu@Targetjo.com

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