

# Sales Manager

(Less experienced candidate will be considered as Sales Executive)

## Responsibilities:

- Develop a business plan and sales strategy for the market that ensures attainment of company sales goals and profitability.
- Generate concrete and valuable Sales leads for Global Partners in order to support nominated Global business for the company and support partners worldwide.
- Initiate and coordinate the development of action plans to penetrate new markets. Assist in the development and implementation of marketing plans as needed.
- Provide timely feedback to Senior Management regarding performance. Provide timely, accurate, competitive pricing on all completed prospect applications submitted for pricing and approval, while striving to maintain maximum profit margin.
- Maintain accurate records of all pricings, sales, and activity reports submitted. Control expenses to meet budget guidelines.
- Adhere to all company policies, procedures and business ethics codes and ensures that they are communicated and implemented within the team.
- Recruit, test, and hire Sales Executives based on criteria agreed upon by senior management. Ensure that all Sales Executives meet or exceed all activity standards for prospecting calls, appointments, presentations, proposals, and closes.
- Maintain contact with all clients in the market area to ensure high levels of client satisfaction. Regularly visit existing and potential clients to maintain relationships.
- Work in close collaboration with Global Business Development team to maximize efficiency and solutions for both global and local customers.
- Demonstrate the ability to interact and cooperate with all company employees. Proactively support company compliance to Health and Safety legislation through adherence to company policies, processes and practices. Ensure that all business activity is conducted in line with company values, policies, and ethics codes of conduct.

## Requirements:

- More than 2 years of experience in Sales position, preferably in Transportation/ Logistics industry and with client base
- Strong commercial, market & customer understanding
- Possess strong problem-solving ability
- Positive thinker with proactive behavior
- Team-player and result oriented
- Good business sense and a genuine interest and passion for our customers' business
- Possess good service-oriented and optimistic attitude

Salary: Negotiable

We offer 5-day work week, medical Insurance, attractive remuneration package and long-term career prospect to the right candidate.

Interested parties please send your full resume and expected salary to [hr@hk.aelbkm.com](mailto:hr@hk.aelbkm.com)