



## **Sr. Sales Executive / Sales Executive - Mumbai (03 Positions)**

### **Job Description**

#### Job Overview

As Sales Executive, you would be responsible for bringing sales for Air Freight, Sea Freight, Road Transportation, Warehousing, and Local Distribution.

#### Job description

- Sales performance against target assigned
- Develop new clients and retain the existing clients
- To respond to incoming queries and ensure quick service to customers
- Prepare and attend client meetings
- To be well aware of the import export market
- To have good know-how of the service providers and customers

#### Desired Attributes

- Highly motivated and a self starter
- Good presentation skills
- Ability to influence and build relationships at all levels especially with external customers
- Independent and possess high drive to excel

#### Skills

- 0-3 years experience in Freight Forwarding / Shipping Sales with proven track records
- Possess experience in Freight Forwarding operations with good knowledge in shipping documents and custom procedures
- Able to provide quote to customers promptly
- Ability to take initiative and responsibility
- Computer Proficiency and command over spoken and written English