



<https://cubeslogistics.com/job/5587/>

Sales Manager – Logistics

Description

We are seeking a dynamic Sales Manager with expertise in shipping, freight forwarding, and logistics. The ideal candidate will be responsible for driving sales growth, managing client relationships, and ensuring the efficient handling of logistics operations. This is an exciting opportunity to join a fast-paced environment and contribute to the growth of our organization.

Responsibilities

- Drive sales and business development efforts in the logistics sector.
- Develop and maintain strong relationships with clients to ensure repeat business and customer satisfaction.
- Oversee freight forwarding and shipping operations, ensuring seamless delivery and service excellence.
- Identify market trends and opportunities to expand the company's reach.
- Collaborate with internal teams to align sales and operational strategies.
- Prepare regular sales reports and provide updates to senior management.

Qualifications

- Minimum 3+ years of proven experience in sales and business growth within the logistics or freight forwarding industry.
- Comprehensive knowledge of freight forwarding and shipping operations.
- Strong ability to build and maintain long-term client partnerships.
- Excellent communication, negotiation, and problem-solving skills.
- A Bachelor's degree in Business, Logistics, or a related field is preferred.

Hiring organization

CUBES International Logistics

Employment Type

Full-time

Beginning of employment

Immediate

Job Location

Kochi, Kerala, India

Working Hours

8.30 AM – 5 PM

Base Salary

₹ 140000 - ₹ 400000

Date posted

December 13, 2024