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| **EXTERNAL SALES EXECUTIVE** |
| Region  | JHB |
| Department  | Commercial |
| Reports to | Branch Manager - JHB |

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| **KEY PERFORMANCE AREAS** |
|  Requirements * Natural affinity to sales and a good sales acumen
* Ability to work with targets
* Ability to work under pressure
* Must be a people’s person
* Excellent communication skills
* Ability to research and identify specific target market
* Good analytical skills to analyse, organise and use sales data effectively
* Should have a valid driving licence and own car

Job Specification* Identifying target clients for both Liner and Forwarding products
* Target based profile – Achieving Targets is essential.
* Complete Market knowledge for Container, RORO, bulk and Breakbulk.
* Should have handled both Freight Forwarders and Direct clients.
* Meet the Sales Process Standards.
* Able to handle the weekly / monthly reports.
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| **QUALIFICATIONS AND EXPERIENCE** |
| * Shipping/Maritime qualification (preferable)
* MS Office
* Knowledge in AFSYS
* 5+ years Experience in External sales
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| **PERSONAL ATTRIBUTES** |
| * Must be well groomed and presentable
* Excellent communication skills
* Attention to detail
* Able to show self-initiative
* Must work well under pressure
* Excellent people and customer services skills
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