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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. |
| **QUALIFICATIONS AND EXPERIENCE** |
| * Shipping/Maritime qualification (preferable) * MS Office * Knowledge in AFSYS * 5+ years Experience in External sales |
| **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 |