External Sales: JHB

Join the sales team of a well established World-class Ships Agency.

#### About the Company

We provide a top quality ships agency service to our principals and customers. We possess a high standard of ethics and strive to provide a personalised service to our clients that will be rewarded through their loyal support.

#### General Purpose

To plan and carry out all sales activities as instructed by the Sales Director. Responsible for ensuring customer satisfaction and managing quality of service delivery. Meeting of specified sales targets as set out by Management.

#### Responsibilities and Job tasks

* Generate and qualify leads
* Quoting Incoterms
* Estimations
* Price negotiation with Airlines/ Shipping lines and Transporters
* Solution finding and Problem Solving
* Source and develop client referrals
* Prepare sales action plans and strategies
* Schedule sales activity
* Develop and maintain a customer database
* Develop and maintain sales
* Plan and conduct direct marketing activities
* Make sales calls to new and existing clients
* Develop and make presentations of company products and services to current and potential clients
* Negotiate with clients
* Develop sales proposals
* Prepare and present sales contracts
* Maintain sales activity records and prepare sales reports
* Respond to sales inquiries and concerns by phone, electronically or in person
* Ensure customer service satisfaction and good client relationships
* Follow up on sales activity
* Perform quality checks on product and service delivery
* Monitor and report on sales activities and follow up for management
* Participate in sales events if required
* Monitor competitors, market conditions and product development
* Regular meeting of specified sales targets
* Aiding the Sales Director

#### Education and Experience

* Computer Literate
* Knowledge of Incoterms
* knowledge of princip**l**es and practices of sales
* knowledge of customer service principles
* knowledge of basic business principles
* knowledge of digital sales platforms
* experience in sales
* experience in making presentations
* proven ability to achieve sales targets
* Understanding of Shipping Course from The Institute of Chartered Shipbrokers

#### Key Competencies

* Strong knowledge of Incoterms
* Planning and strategising
* Persuasiveness
* Adaptability
* Verbal and written communication in English
* Negotiation skills
* Resilience and tenacity
* Stress tolerance
* Goal driven

If you feel you have what it takes to join our team then please apply to the following email address: [**yolande@alphashipping.co.za**](mailto:yolande@alphashipping.co.za)