

## Sales Manager For Shipping And Logistics Company

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Company: Freight In Hand Logistics

Location: Karachi Division

Category: sales-and-related

Sales Manager For Shipping And Logistics Company Freight In Hand Logistics, Pakistan • Develop and implement strategic sales plans to achieve business goals and objectives. • Identify new sales opportunities and target markets. • Build and maintain strong relationships with customers and key stakeholders. • Manage the sales team and provide guidance and support to achieve sales targets. • Monitor market trends and competitor activities to develop effective sales strategies. • Prepare and deliver sales presentations and proposals to customers. • Negotiate contracts and pricing with customers. • Ensure timely and accurate reporting of sales activity and results. • Collaborate with other departments to ensure effective coordination and delivery of services. • Maintain a high level of knowledge about our products and services. Requirements: • Bachelor's degree in business, sales, marketing or a related field. • Minimum of 5 years of sales experience in the shipping and logistics industry. • Proven track record of achieving sales targets and driving business growth. • Strong leadership and team management skills. • Excellent communication and negotiation skills. • Ability to build and maintain strong relationships with customers and key stakeholders. • Solid understanding of the shipping and logistics industry, including industry trends, regulations and best practices. • Proficient in Microsoft Office and CRM software. Job Specification Sales expertise: A Sales Manager should have a deep understanding of sales processes and techniques, including lead generation, qualification, closing, and account management. Leadership: A Sales Manager should be able to inspire and motivate a team to achieve their goals, provide guidance and support, and manage conflict. Communication: Strong communication skills are essential for a Sales Manager to communicate effectively

with team members, clients, and other stakeholders. Strategic thinking: A Sales Manager should have the ability to think strategically and develop long-term sales strategies that align with the business objectives. Analytical skills: A Sales Manager should be able to analyze sales data, identify trends, and develop actionable insights to improve performance. Industry knowledge: A Sales Manager should have a solid understanding of the shipping and logistics industry, including market trends, regulations, and best practices. Customer focus: A Sales Manager should be customer-centric and have a deep understanding of customer needs and preferences. Time management: A Sales Manager should be able to manage their time effectively to prioritize tasks and meet deadlines. Problem-solving: A Sales Manager should be able to identify and solve problems quickly and efficiently. Technology savvy: A Sales Manager should be proficient in using technology such as CRM software, social media, and marketing automation tools to support sales activities.

Logistics and Supply Chain - Karachi, Pakistan About Us Corporate Presentation F R E I G H T I N H A N D Who are we Freight In hand (FIH) started germinating as a transport company from NEW JERSEY – USA in 2012. After a short span of time we succeeded to setup a branch in Houston

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