

Sales support Officer

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Company: CMA CGM

Location: Lahore

Category: sales-and-related

Led by Rodolphe Saadé, the CMA CGM Group, a global leader in shipping and logistics, serves more than 420 ports around the world on five continents. With its subsidiary CEVA Logistics, a world leader in logistics, and its air freight division CMA CGM AIR CARGO, the CMA CGM Group is continually innovating to offer its customers a complete and increasingly efficient range of new shipping, land, air and logistics solutions. Committed to the energy transition in shipping, and a pioneer in the use of alternative fuels, the CMA CGM Group has set a target to become Net Zero Carbon by 2050. Through the CMA CGM Foundation, the Group acts in humanitarian crises that require an emergency response by mobilizing the Group's shipping and logistics expertise to bring humanitarian supplies around the world. Present in 160 countries through its network of more than 400 offices and 750 warehouses, the Group employs more than 155,000 people worldwide, including 4,000 in Marseilles where its head office is located.

Role Provide administrative and sales support to Outside & Inside sales with no customer portfolio and Ensure customer is matching compliance rules at sales stage.

Responsibilities- Handle quotations requests received by Outside and Inside sales.- Followup on quotations sent, expiring, not booked.- Support Outside/ Inside sales on a dedicated portfolio of customers.- Promote Group Services, Non-Maritime products (ecommerce, VAS, intermodal, CEVA,...) and support on digital platform.- Contribute to dispute resolution in coordination with pricers (Freight & DDSM claims).- Backup for Outside & Inside Sales.

Qualifications and Profile Must have:- Graduate preferably MBA in Sales, Marketing, and/ or a specialization in econometrics.- May prefer relevant working experience in shipping industry.- Good knowledge of shipping, port/ country regulations,

commercial policies, pricing, legal and customs regulations and market practice.- Good communication and presentation skills in English (both writing and speaking).- Good command of IT Tools, MS Office, Dashboard etc.- Good interpersonal skills, proactive thinking, customer service oriented, sales techniques knowledge, commercial relations, business intelligence and analytical skills will enable you to succeed in your daily tasks.Come along on CMA CGM's adventure !

#J-18808-Ljbffr

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