

Assistant Manager - Sales

Responsibilities:

- Prepare sales budget for individual customers;
- Develop and execute customer account strategy;
- Negotiate the contract rates, terms and conditions with customers;
- Review post tender result and prepare for onboarding execution;
- Engage with ONE Force to register all key accounts mapping, relationship development, sales activities, opportunities pipeline to improve the business visibility;
- Prepare customer performance review on regular base;
- Coordinate with department/ team heads to resolve dispute and enhance service;
- Formulate effective sales campaigns to drive more business;
- Collect market intelligence via legitimate;
- Attend sales and trade meetings as required;
- Visit customers on a regular basis to maintain the relationship.

Requirements:

- Bachelor Degree in any discipline, major in shipping, logistics or business management is highly preferred;
- 5 years of relevant experience;
- Good analytical, negotiation and interpersonal skill;
- Proficiency in Microsoft Excel and PowerPoint;
- Good command in spoken and written English and fluent Putonghua.

When working with us you can expect:

- Stable employment in a dynamic, international organisation that is one of the leaders in the market.
- Wide benefit package including medical insurance for you and your family members, life insurance, annual leave, paid sick leave and others.
- Great work atmosphere, interactive, encouraging, friendly and supportive team and culture, and have chance to join Corporate Social Responsibility activities.
- Spacious, relaxing and comfortable office in Two Harbour Square, Kwun Tong with fantastic sea view.

If you believe your skills and competencies could be of an advantage for Ocean Network Express, please send your application letter with detailed resume and expected salary to eas.rhq.hr.job@one-line.com.