

JOB DESCRIPTION



POSITION: FIELD SALES MANAGER

Reporting : Senior Field Sales Manager

Salary: Negotiation

Job Description

- Constantly seeking new opportunities and developing your team to respond to the demands of their environment and business competitors.
- To be expected to service the needs of existing customers ensuring all aspects of their needs is being met and develop any opportunities arising.
- Attain revenue and gross profit target acquire new potential accounts through outdoor sales to potential customers to meet and exceed revenue targets set per KPIs cascaded down.
- To team up with all team members to achieve all objectives and goals that are given to team.

KEY ACCOUNTABILITIES

1. Sales planning and execution

- Support plan and drive performance targets for the individual and sales team
- Develop implement Field Sales plans and sales campaigns to take advantage of market opportunities.
- Facilitate cross-selling opportunities to increase revenue and leverage relationships in order to better penetrate the market.

2. Support and training

- Take an active role in the support development and coaching of the Field Sales team
- Support and facilitate sales skills/process training relevant to the Field Sales members

3. Monitoring build up rapport internally and externally.

- Assist with responses to Requests for Proposals (RFP's)
- Preparing presentations and monitoring sales leads and responses
- Prepare annual budgets and monthly management report
- Build strategic relationships with key contacts within customer
- Organizations to understand opportunities for creating value
- Capitalize on value creation opportunities by working closely with the sales and operations management team to develop creative workable solutions to customer needs
- Facilitate regular meetings with customers and relevant operations staff to evaluate performance and receive updates from customers on challenges and future plans
- Performs job related duties as specified by management from time to time
- CRM report and update



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Job Requirement

- Education: University degree major in logistics supply chain or business is preferable
- Experience: 5-year experience in Freight Forwarding and Logistics operation is preferable
- Core Competency: Teamwork communication Problem Solving and Decision-making
- Management competency: Leadership Planning Organizing and supervisory guiding and coaching motivation management of change time management
- Technical Competency: Good business sense Familiar with OFF AFF and CL&T operations
Understanding about the market and competitors' products

Working time: 08:00 - 12:00 and 13:15 - 17:30 (Mon - Fri) and 01 Saturday (work week off week)

Working location: District 1, HCMC