

 Namakkal	NTC Logistics India (P) Limited		Doc No.	HR020A
	Standard	Job Description for Sales	Issue/Rev. No.	01/03
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Experience: 4 to 7 years

Positions:

- 1)Asst. Manager Sales
- 2)Manager Sales Sea freight
- 3)manager sales Air Freight

Educational Qualification: Graduate/Post Graduate

Skill set: Strong communication skills and awareness of market.

Job Responsibilities:

- Bring onboard new clients to increase sales
- Receive enquiries from customer and understand their requirements
- Coordinate with Shipping lines/Air Lines and customer service to achieve desired rates
- Be capable to evaluate the customers profile and background,
- To follow companies guidelines on credit policy
- Prepare effective sales pitches and presentations for on boarding new clients
- Periodically review the targeted customer against actual sales and prepare action plans for improving the performance.
- To ensure timely billing and follow up on payments
- Have thorough market knowledge and participate in RFQS and E bidding of bigger customers.
- Travel to neighbouring states in North India to increase business.
- Adapt company culture and have pleasing personality.

Remuneration

As per experience and market standards

Working Conditions

Hours: As per company manual

Location:

Reporting to:

Probationary Period As per company manual

Please send your resume to admin.ntc@ntcgroup.in / careers@ntcgroup.in

Prepared by

Reviewed by

Approved by