

JOB DESCRIPTIONS

Senior Outdoor Sales

Carry All Logistics is a full-service international freight forwarder providing businesses with all freight and shipping-related services.

Core services include air freight, sea freight, customs clearance, domestic services, cross-border logistics, warehousing, and distribution. Official member of the Global Affinity Alliance (GAA), powered by WCA and protected by Freight Deadbeats.

Backed by enthusiastic, highly skilled staff and our global network, our aim to provide import and export services to destinations worldwide.

1. **Overall Purpose:** Developing new business opportunities across Freight Forwarding services, cross-border transportation, customs brokerage, and value-added,... This role requires strong market knowledge, excellent customer relationship skills, and the ability to coordinate with pricing, operating teams to deliver reliable solutions.
2. **Reporting Line:** Sales Manager
3. **Key responsibility:**
 - Drive individual assigned sales budget based on accounts planning and expectation for growth.
 - Drive sales campaign towards assigned customer segmentation and sales territory.
 - Execute sales process to generate business in line with sales planning
 - To collaboratively work with respective departments and stakeholders to ensure the successful business implementation process.
 - To support the adherence to SOP and conflict resolution within sales account ownership.
 - Some other tasks as requested by the Sales Manager.
4. **Job descriptions**
 - Search for direct customer who need to export/import cargo from/to Vietnam.
 - Contact customers and offer logistics services by email, online meeting, etc.
 - Receive inquiries, tailor-made solutions and negotiate to win new business.
 - Dealing with contracts.
 - Develop and implement effective sales strategies to achieve company targets.
 - Conduct market research to identify potential clients and industry trends.
 - Maintain accurate records of sales activities and client interactions.
 - Collaborate with internal teams to ensure seamless delivery and customer satisfaction.
 - Attend industry events and trade shows to network and promote company services

5. Job requirements

- Graduated from Universities or Colleges majoring in Import-Export, Transportation, Foreign Trade, Economics or related fields.
- Good at English, Excellent communication and interpersonal skills.
- Hard-working, eager to learn, progressive in work.
- Proven track record of achieving sales targets and generating new business.
- Minimum 2 years with the logistics/freight forwarding industry is preferred

6. Benefits:

- Base Salary and Attractive Sales incentive scheme.
- Professionally training in Import-Export and sales skills.
- Company bonus, annual health checks, insurance, company trip.

7. Working time:

- Monday to Friday: 08:00 AM to 12:00PM, 01:30 PM to 05:30 PM.
- Saturday: WHF 08:00 AM to 12:00PM
- Working location: 4th Floor, 47 Pho Quang Street, Tan Son Hoa Ward, HCMC