



## **Vacancy – Sales Executive**

### ***1. Account Executive:***

**Position Summary:** Soliciting new commercial customers for ocean and air freight cargo island-wide and securing repeated sales for Laparkan Jamaica Limited. To employ a range of thinking and decision making skills, display a willingness to push your own thinking in new directions, to be able to build customer confidence and to develop our customer base by maintaining a relationship with existing customers.

#### **Responsibilities:**

- Secure appointments with new prospects
- Negotiate rates and provide customers with quotations as needed
- Grow customer base by maintaining and developing relationships with new and existing customers
- Prepare timely reports and plans on sales activities weekly & monthly
- Assist with the planning and execution of all marketing initiatives for Laparkan
- Represent the Company at all planned marketing activities e.g. trade shows, promotions, outdoor broadcasts etc.
- Attend Sales Team planning meetings
- Do market survey on rates and other trends within the shipping industry
- Review personal sales performance aiming to meet or exceed targets

#### **Requirements:**

- Degree in Business, Marketing, Communication or related field
- Minimum 3 years sales experience
- Ability to identify and develop new business relationships
- Good time management and interpersonal skills
- Ability to work on own initiative
- Proficient in Microsoft applications including Word, Excel & Outlook
- Must own and operate a reliable motor vehicle
- Previous sales experience in shipping or air cargo industry is a distinct advantage

**Please email CV to [hrjamaica@laparkan.com](mailto:hrjamaica@laparkan.com) by 15/2/2021**