

Bdm - Wa

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Company: Logihire

Location: Perth

Category: other-general

Company Overview: Our client, an Australian-based logistics powerhouse, is dedicated to delivering innovative and tailored supply chain solutions. Leveraging a robust network and cutting-edge technology, they ensure the seamless and efficient movement of goods globally, providing a comprehensive suite of end-to-end supply chain services.

Role Summary: We are in search of an accomplished Senior Business Development Manager with a wealth of experience in the international freight forwarding realm. The ideal candidate will possess a profound understanding of global logistics, demonstrate proficiency in identifying business prospects, and excel in cultivating and nurturing robust client relationships.

Key Responsibilities: Develop and execute effective sales strategies to expand the customer base in the international freight forwarding market. Conduct thorough market research to identify new business opportunities and assess customer needs. Actively explore new sales prospects through networking, social media, and other channels. Establish and sustain enduring customer relationships.

Your Experience Should Look Like: Substantial experience in international freight forwarding. Proven track record of surpassing sales targets. Self-initiator with the ability to mentor and guide junior staff. Proficient in negotiating contract terms and closing agreements. Maintain extensive knowledge of current market conditions and trends. Collaborate seamlessly with the operations team to ensure flawless service delivery. Minimum of 5 years of demonstrable experience in business development within the international freight forwarding industry. In-depth knowledge of various transport modes (air, ocean, road, rail) and international trade.

Why You Should Consider Applying: Competitive salary and performance-based bonuses. Opportunities for professional growth and development.

Dynamic and supportive work environment. Join a leading and renowned Australian brand as it continues to thrive and expand its influence in the industry. If you're ready to take on a pivotal role in shaping the future of international freight forwarding, apply now to be part of this exciting journey with a dynamic and growth-oriented team! Apply Now - or - #J-18808-Ljbffr

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