



Seafrigo Group

The Seafrigo Group is an expert in the field of food logistics (sea freight, perishable air freight, warehousing, road transport, container drayage). Present in France and internationally, Seafrigo has its own infrastructures in 20 countries as well as a network of partners on a global scale. A fast-growing company with more than 1,300 employees, Seafrigo is today recognized for its flexibility, dynamism and proximity.

JOB OFFER

Inside Sales Coordinator - \$50k-\$75k

Seafrigo USA is looking for a flexible, energetic, and motivated professional to fill the position of Inside Sales Coordinator in our Elizabeth, NJ location. You will be working for a world leader in "one stop shop" solutions from freight forwarding to customs brokerage, from warehousing to domestic transportation, so experience in the freight/warehouse industry will set you apart. Seafrigo deploys unique solutions that allow our customers to optimize the supply chain of their food products. We would like to invite you to apply to be a part of this amazing company.

The Inside Sales Coordinator is responsible for supporting the Seafrigo sales team in their activities. This position performs a variety of sales and customer support activities to insure a problem free and effortless relationship with our customers.

*Are you ready to take on this challenge?
Apply from our « working at Seafrigo » web page!*

www.seafrigo.com





Your Essential Duties & Responsibilities:

- Support and assist outside sales and customer service teams in sales activities
- Prepare and present proposals, quotes, internal documents
- Research and recommend services based on customer needs
- Coordinate pricing with truckers, steamship lines, warehouses and any other vendors or service providers
- Create and maintain operational SOPs and conduct internal audit for assigned accounts, as needed
- Onboard/Implement new customers
- Deliver custom solutions to client in order to simplify their logistics needs
- Draft and submit rate quotes and other requests for information
- Follow up on sales quotes and other requests for information
- Ensure escalated issues are managed through to resolution
- Keep detailed and current records of client, steamship lines and vendor files
- Assist in preparing presentations to support customer proposal
- Prepare statistics/data for VP of sales on sales department performance and /or market share info
- Prepare other related duties as required and requested

Your Previous Experience:

- Minimum two years experience in NVOCC/Freight Forwarding Environment
- Background in Inside Sales /Pricing
- Proficient in Microsoft -- Word, Excel and Power Point
- Ability to prioritize, work around deadlines and manage changing priorities
- Must be able to work effectively and contribute value with limited direction
- Demonstrate ability in problem solving and negotiation
- Excellent communication skills, both written and verbal.
- Excellent organizational skills and ability to adapt easily
- Outstanding problem solving and leadership skills
- Ability to remain professional, confident and patient at all times

Education:

- High school diploma or GED certificate
- Fluency in oral and written English

Seafrigo Offers:

- Medical, dental and vision benefits
- PTO and sick leave
- 7 holidays/year
- 401K with matching
- Annual Performance Bonus
- Hybrid Work from Home available after initial training

Seafrigo is an equal opportunity employer. We celebrate diversity and are committed to creating an inclusive work environment for all employees.

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