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## 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 25 countries** as well as a network of partners on a global scale. **A fast-growing company with more than 2,000 employees**, Seafrigo is today recognized for its flexibility, dynamism and proximity.

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## JOB OFFER

### Sales Executive area Eastern of Thailand

Seafrigo group is looking for a flexible, energetic, goal oriented and motivated sales professional to join us for a position of Field Sales Specialist in Thailand for Eastern area. You will be working for a world leader in “one stop shop” solutions from freight forwarding to customs brokerage, from warehousing to domestic transportation. Seafrigo Group deploys unique solutions that allow our customers to optimize the supply chain of their food products.

#### Main missions:

- Produce new revenue by researching and analyzing potential prospects and sales options.
- Develop relationships with prospects and recommend solutions to improve their production through the use of Seafrigo service. New leads may be generated through canvassing, cold calling, partner relationships, and customer referrals.
- Meet sales revenue targets.
- Develop, implement, and maintain sales activities and plans.
- Build and maintain long-term relationships with current clients and their management teams by providing information, guidance, and support; recommending service and profit improvements; and recommending new opportunities.
- Lead and coordinate contract negotiations for a successful close.
- Prepare reports by analyzing and summarizing information.

**Required profile:**

- Bachelor's degree in Logistics, Supply Chain, or related field.
- At least 3 years experience in Freight Forwarding / Logistics fields. Foods and Beverages product would be advantage.
- Able to communicate in English.
- Experience in Microsoft Office applications such as Excel, Word.
- Proactive, initiative, good analytical well-organized and interpersonal skills.
- Have a consultative sales approach.
- Outstanding written and verbal communication skills.
- Good presentation skills.
- Strong analytical and problem-solving skills.
- Ability to handle multiple priorities and work under stress.
- Driven and motivated.
- Willingness and ability to travel 30-40% of the time.
- Ability to work as a team.

**Additional information:**

We offer attractive remuneration and benefit packages, extensive career opportunities with international exposure and training to the successful candidates.