



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 28 countries** as well as a network of partners on a global scale. **A fast-growing company with more than 2,500 employees**, Seafrigo is today recognized for its flexibility, dynamism and proximity.

JOB OFFER

Sales Executive – West Coast \$100-130K base

Seafrigo USA is looking for a flexible, energetic, and motivated sales professional to fill the position of Sales Executive for our West Coast region. 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 Sales Executive focuses on hunting new business, as well as developing and managing key accounts to achieve targeted sales metrics according to the sales plan and budget. The Sales Executive looks for opportunities to maximize sales. They are responsible for achieving sales targets from direct sales routes through the process of growing and developing existing clients and finding new ones. Compensation is based on experience and includes base plus commission.

This position may be based in either Chicago or Los Angeles

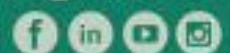
Essential Duties and Responsibilities:

Typical tasks performed include a combination of the following:

- Hunting and winning new business.
- Identifying and assessing a client's critical needs.
- Promote the company's products or services to prospective clients.
- Review sales contracts to ensure they meet legal and corporate guidelines.
- Create business proposals/quotations for new and existing opportunities.
- Establish relationships with clients and provide a high standard of customer service continually.
- Maintain and develop good relationships with customers through personal contact or meetings or via telephone etc.
- Present business proposals to prospective clients in relation to the Sales Manager(s).
- Forecasting and tracking key account metrics.
- Keeping up to date with market trends and competitor activity via CRM.
- Being a point of contact to priority customers and resolving any issues that they have.
- Collecting and communicating customer requirements to all necessary departments.
- Providing technical customer support as necessary.
- Responding to client communications or queries.
- Networking with business partners and customers.

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

www.seafrigo.com



- Coordination of Presentation/Marketing support to customers and prospects

Knowledge, Skills and Abilities:

- Proven record of sales growth
- Strong knowledge of business and sales growth techniques in the freight forwarding industry.
- Clear verbal and written communication skills
- Problem-solving
- Strong competence in working efficiently in a complex multi-faceted setting.
- Knowledge of consumer products industry (FMCG)
- International experience working abroad or with different cultures.
- Willing to travel and engage prospective customers across their territory.
- Able to plan, achieve results, and create a pipeline for continued sales growth.
- 3 to 5 years' experience in territorial sales.

Education/Experience:

- Bachelor's degree in business, marketing, or a related area
- At least 3 years of experience in sales in freight forwarding.
- Additional knowledge of food logistics and cold storage industry is greatly desired.
- Self-motivated
- Excellent interpersonal skills, verbal communication and strong leadership skills.
- Excellent time management skills
- Very strong analytical and problem solving skills.
- Fluency in oral and written English. French and Spanish would be a plus but not necessary.

Seafrigo Offers

- Medical, dental and vision benefits
- PTO and sick leave
- 7 holidays/year
- 401K with matching

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