
Seafrigo Group

The **Seafrigo Group** is an **expert in the field of food logistics** (perishable ocean and 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

Field Sales

Seafrigo Group is looking for a Field Sales for its Singapore office.

Main missions:

- Generate new revenues by identifying prospects and sales opportunities,
- 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:

- Diploma preferably in Logistics and Supply Chain Major,
- 3 years' experience in similar role is required,
- Confident and Highly Motivated,
- Excellent communication and negotiation skills,
- Great attitude, well organized, detail oriented, good sense of numbers, and committed to excellence,
- Strong builder of relationships with interest parties,
- Proven ability to work on cross-functional and multicultural teams,
- Meticulous, responsible and positive working attitude willingness to help others,
- Ability to work independently and in a team,
- Display good working knowledge in CargoWise,
- Display good working knowledge in MS Office applications.

Position opened to Singapore Citizens & Permanent Residents



Additional information:

- Full Time Job,
- Computer Literacy:
 - CargoWise Freight & Sales/Marketing Module,
 - Advance MS Office (Word, Excel, Power Point),
 - Other Sales/Marketing software will be an advantage.

Apply at drh@seafriigo.com or from our "Working at Seafrigo" web page.