

# Key Account Manager Logistics (m/f)

Reference number:2018-2753

Location: Dubai

## Company

Our client is one of the leading logistics solutions provider worldwide.

## Job description

Your duties and responsibilities will include:

- Manage and develop the national sales organization in line with the regional strategy and the national business plan in order to gain new customers and to enhance the existing customer portfolio
- Initiate and drive projects regarding organizational development
- Maintain an ongoing communication with the organization to regulate customer price levels
- Ensure ongoing internal communication to ensure effectiveness of sales as well as optimal customer satisfaction
- Identify and incorporate external marketing opportunities as well as ensure realization
- Optimize, implement and monitor compliance to sales policies and procedures
- Analyze national market trends and sales opportunities and incorporate these into the sales plan
- Ensure the development and maintenance of customer relationships
- Monitor performance nationally on specific contracts and taken corrective actions if necessary
- Liaise with counterparts within the region to ensure alignment and optimal identification of existing business
- Identify cross selling opportunities nationally and develop and present additional suitable profitable business solution
- Ensure correct allocation of tenders as well as correct hand over of customer information, in line with tender process
- Ensure creditworthiness of new customers on a national level
- Gather, consolidate, analyze and report management information on national level
- Reporting to Managing Director

## Profile

To be successful in this role you should have the following skills and experiences:

- University degree or equivalent
- Experience of freight forwarding industry, preferably in the Middle East
- Minimum 5-6 years of related sales experience in an international logistics company required
- Excellent computer skills and presentation techniques, comfortable with presenting in front of small groups
- Fluent in English (oral and written)
- Aggressive and alert personality with good time management skills
- Ability to create development opportunities and sell solutions
- Result-oriented, open-minded, good communicator
- Self-motivated and capable of handling many tasks simultaneously

If this is a job for you and you are looking for a challenging position in a successful company, we look forward to receiving your application in English. Your application will be treated with discretion and will remain private and confidential. Please send your email with salary expectation to: marie-christin.gabel@departer.com and register your profile at [www.departer.com](http://www.departer.com).