

OGLAS ZA IZVRSEN MNG

Cargobox Logistics- Skopje, one of the fastest growing logistics companies looking for:

Key Account Manager

JOB DESCRIPTION

Responsible for defining, articulating and implementing the plans and strategies for developing business and achieving the company's sales goals;
Providing a complete market analysis; coordinating local market research activities and reporting on commercial business optimization;
Developing forecasts and strategies to achieve sales at price levels to ensure profitability
Proposing a multi-year plan;
Marketing and strategic plans (including product and service development);
Proposing business plans for Key Clients as well as product promotion activities in the country and in Europe;
Preparation, consolidation and implementation of budgets and quarterly sales plan for the perimeter;
Providing order optimization according to the strategic requirements of the business;
Providing proper understanding / distribution of Price Guidelines to sales managers;
Ensuring new business opportunities are discovered in line with medium and long-term goals;
Team management and ensuring team communication, motivation and effectiveness;
Customer satisfaction monitoring, analysis and sharing of results;
Evaluating complaints about commercial impact and checking that activities are being implemented;
Monitoring changes in the industry and leveraging them for business opportunities.

QUALIFICATIONS

More than 5 years in technical fields, in logistics, certificate management is recommended;
High level of technical training (through university education or professional experience).

PROFESSIONAL KNOWLEDGE AND SKILLS

Exceptional negotiation and communication skills;
Demonstrating leadership, a sense of vision and the ability to motivate others;
Strong sense of organization and planning;
Working in transversal teams that requires the development of a network of relationships;
High level of autonomy;
Ability to build interpersonal and commercial relationships and customer focus.

ADDITIONAL INFORMATION

If you feel that you have the necessary experience and are interested in this amazing opportunity, please send your CV

Application deadline is 15/01/2022.