

Position of the department in the organisation

Cross-Ocean B.V. is a 100% owned subsidiary of COSCO Shipping (Europe) GmbH. Cross-Ocean B.V. consists of two departments: the general agency department and the logistics services department. Our general agency department (GAD) delivers husbandry activities to COSCO Shipping vessels and third-party vessels for which Cross Ocean has been nominated as agent. The focus of our Logistics Services Department (LSD) is on providing forwarding and customs services not only in-house to our COSCO organization but mainly to third party customers. Cross-Ocean B.V. is also appointed as marketing and sales agent for COSCO Shipping Specialized Carriers Co., Ltd. This part of the COSCO group is active in the heavy lift and break-bulk shipping services.

The position outlined below is within the **Logistics Services Department**.

Context and the aim of the position

The Sales Executive Logistics Services reports directly to the manager and the assistant manager of the department. In his or her role the person must demonstrate the key sales skills needed to attract new business and to maintain the relations with existing customers.

The main responsibilities of the position are:

- To canvas and attract new business through cold-calls, follow-up on sales leads from the network, own market intelligence and existing contacts.
- To maintain contacts with existing accounts and grow their business portfolio with Cross-Ocean B.V.

The main activities to perform:

- To actively approach new business prospects in a structured and measurable way (account and target plans) through phone call, communication via email and personal visits.
- To provide structured feedback on targets set and achievements made to the management of Cross-Ocean B.V.
- To guide the operational team on the implementation of services sold and follow-up with the customers on the services rendered

Competencies:

- Good communication and convincing skills at all layers in the organization.
- Pro-activeness and a sense for exploring business opportunities.
- A listener to identify the requirements of the customers with an attitude to close the deal.

Education and experience

- Education on HBO level in logistics coupled with at least 10 years working experience in outside sales position in good (sales) network.
- Your command of the English language is good, both in speaking and writing.

➔ Please send your motivation letter and resume to recruitment@coscoshipping.nl.