

Field Sales- Agadir

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Company: DHL

Location: Morocco

Category: other-general

Field Sales - Agadir

Would you like to be part of the most international company in the world? A company operating in more than 220 countries worldwide and has been pioneering cross-border express shipping since 1969. Would you like to be part of a business that connects people across the globe and want to make a difference? Then waste no time and join our amazing team at Deutsche Post DHL (DPDHL). DHL Global Forwarding, Freight (DGFF) is the Group's air, ocean, and road freight specialist. We offer standardized transport as well as highly specialized end-to-end solutions to customers in a wide range of industries globally. DHL Global Forwarding has an opening for **Field Sales in Agadir**. In this specific position you will have the primary duty to achieve personal target according to budget and to achieve high KPI score necessary for payout. Under supervision support field sales plans and processes to achieve revenue growth, enhance customer retention and acquisition, and increase lead conversion for a defined geographic region, product line or market segment in line with business strategy, financial objectives, Group guidelines and policies

Join us in connecting people and improving lives!

In this Field Sales - Agadir position

You will have to develop and maintain strong existing customer relations and loyalty through ensuring customers satisfaction.

You will interface with customers to respond to questions, requirements and expectations.

You will have to identify/Work/Close Key Target customers together with local TLM &

Vertical Managers.

You will have to coordinate with internal marketing colleagues to bring opportunities to deal closure.

You will have to maintain close cooperation with Operations & Products.

You will have to make sure he/she is actively selling all services under the umbrella of the organization

You will have to develop relationship with external Stakeholders (Industrial Development Agencies) and other regulatory agencies that stimulate economic development

You will have to monitor the competition, obtain competitive information and share with other DHL stakeholders.

You will have to build rapport and credibility with management, sales and operations departments.

You will have to make sure he/she are very knowledgeable with product details.

You will have to support Sales Support through aggressive "Sales Lead" Programs.

You will have to develop key tools needed to support customer capture of new opportunities.

You will have to identify/develop Market new products & services.

You will have to provide administration support .

Now, here's what we need from you

Minimum 2 years' experience in Sales

Sales ability and demonstrable full knowledge of the sales process.

Confidence in presenting technical and marketing data to clients and colleagues.

Excellent organizational and time management skills.

Knowledge of business, services, practices and company policies and procedures.

Confident negotiator and ability to close the deal.

General understanding and use of word processing, spreadsheets/databases, presentation software and internet.

We offer:

Opportunities in a global company where you can contribute your ideas and skills to move towards our shared goals.

Possible further career development

Competitive salary

Why join DHL Global Forwarding?

We are part of Deutsche Post DHL, the world's leading logistics provider with operations in over 220 countries. Visit our career site on the web at

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is the pioneering search engine in The Arab World. Tanqeeb Gathers all the suitable jobs on various platforms for you in one place.

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