

Company: The Professional Couriers (Atlant Global India)

Industry: Courier and Cargo

Role: Business Development Executive

General Summary:

The Professional Couriers is a Last Mile Logistics service provider across India and Internationally with over 33 years of market presence

We are looking for Business Development Executive who will be responsible for bringing new business opportunities and provide prospective customers/clients with all services offered and additional presentations as needed; and work with clients to create solutions for their needs and consult throughout the sales process.

Roles and Responsibilities:

- Identifying, qualifying, and securing business opportunities; coordinating business generation activities: developing customized targeted sales strategies
- Building business relationships with current and potential clients
- Develop a new business prospect listing to ensure that future new business development is planned in advance.
- Responsible for the management and handling of the RFQ response documents coming to the company for Logistics Business.
- Maintain all account and new business approaches
- Generate specific reports as required in alignment with the position.
- Coordinate and follow and follow up x-selling activities within the department.
- Maintain close working relationships with the Customer Service, Operations and Logistics team.
- Focus on winning and keeping profitable business.
- Building business relationships with current and potential clients
- Undertake cross selling and up selling within existing customer base to further develop account potential through value added products.

- Manage and coordinate all commercial activities of defined vertical group of customers with the customer service team, in line with the company's short and long term results & targets.
- Undertake sales presentations to customers and business communities to present to the company and its products and services.

Skills and Abilities:

- (MBA in Marketing)
- Basic IT skills (MS Office etc.)
- Strong problem-solving skills and willingness to roll up one's sleeves to get the job
- Excellent written and verbal communication skills
- Ability to effectively communicate with all levels of the organization
- Leadership and organizational skills
- Two-wheeler for commute