

POSITION DESCRIPTION

Sales Manager

Background:

COSCO SHIPPING Ports Limited (CSP) is a global leading ports operator and its terminals portfolio covers the five main port regions in Mainland China, Southeast Asia, the Middle East, Europe, South America and the Mediterranean. CSP operates 357 berths at 36 ports globally, with an annual handling capacity of approximately 118 million TEU.

At CSP Zeebrugge, Belgium we offer direct access to the European market.

Located directly at the open sea, CSP Zeebrugge is very close to the main shipping routes in North Western Europe and can cater to the largest container vessels in the world.

To reinforce our Commercial Team in Zeebrugge, we are currently looking for a Sales Manager. He/she will act as a key account manager for the changing and expanding customer base of CSP Zeebrugge (Shipping Lines agencies)

Main Purpose of the role

Jointly with the Commercial team, provide relevant market intelligence assistance to identify key markets and niche corridors aligned with CSP Zeebrugge commercial strategy.

The Sales Manager provides daily contact with our customers, i.e. regional liner organisations and liner agencies in Benelux, France and Germany. The primary function is to build the relationship through service, continuously improving product knowledge and developing new business through sales activities.

Reporting to the Commercial Manager, you will sense the market demand and seek new business opportunities by contacting and developing relationships with potential new customers.

Key Result areas

- Management of existing terminal customers to ensure customer satisfaction through delivery of high service standards.
- Meet the commercial targets and identify new business opportunities.
- Account Plan

Key Task & Responsibilities

- Attend all sales functions in the respective agencies, visit customers in Benelux, France and Germany and offer the company's services.
- Knowledge of our terminal capabilities, competitors, market and shipping industry.
- Assist with responses to RFQ's, prepare presentations and monitor sales leads.

- Provide accurate forecast in terms of berth and yard utilization needed to meet customer requirements.
- Ensure that relevant market intelligence is shared with the Commercial and other relevant teams.
- Logging of customer visits, meetings and actions.
- Liaise with Operations, Technical, IT and Finance to meet customer expectations and company capabilities.
- Identify and attend relevant industry exhibitions as required, to be on top of new developments, build potential sales contacts.

Profile

Experience:

- 10-15 years of working experience in liner shipping or freight forwarding.
- Experience in customer service will be appreciated

Qualification/Skills:

- You have superb commercial and communication talent and you are very good at listening to your client's needs and expectations.
- You desire to have the best customer portfolio within our organization, by building new and existing customer relationships
- Must have fundamental knowledge of containerized shipping industry, sales methods and customers.
- Strong team player and good interpersonal skills
- Good presentation skills
- Excellent command of Dutch, English and French
- Willing to travel – short stays abroad (e.g. within the Benelux, Germany and France).
- High standard of PC literacy, specifically Microsoft Office.

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