

Position Title: **Business Development Manager**

Location: **Baku, Azerbaijan**

Employment type: **Full-time**

Starting date: **ASAP**

International freight forwarding company Logistics Solutions is hiring a Business Development Manager for our Baku office responsible for Azerbaijan and Caspian region markets. To excel in this role, you should have a compelling sales personality, have deep knowledge of local and international logistics market, have large personal network and a hunger to chase and close new business from cold calls and inbound warm leads.

#### **Responsibilities:**

- Finding new customers and creating a sales pipeline
- Negotiating pricing with customers, and suppliers in some cases
- Developing goals for the business growth and ensuring they are met.
- Research and identify new business opportunities - including new markets, growth areas, trends, partnerships, agents/suppliers, products and services - or new ways of reaching existing markets
- Constant monitoring of the market including, but not limited to competitors and other players on the market.
- Developing and proposing to management new services based on market demand.
- Planning and overseeing new marketing initiatives.
- Increasing the value of current customers while attracting new ones.
- Meeting with customers/clients face to face or over the phone
- Attending conferences, meetings, and industry events.
- Developing quotes and proposals for clients.
- Seek out the appropriate contact in an organization
- Generating leads and cold call prospective customers
- Fostering and developing relationships with customers/clients
- Having a good understanding of the businesses' products or services and be able to advise others about them

#### **Requirements and skills:**

- Bachelor's degree in business, marketing or related field.
- Experience in sales, marketing, logistics or related field.
- Tenacity and drive to seek new business and meet or exceed targets



- An excellent telephone manner for making initial contact and for ongoing communication with customers and business associates
- Interpersonal skills for building and developing relationships with clients
- Deep knowledge of logistics business.
- Strong communication skills and IT fluency.
- Ability to manage complex projects and multi-task.
- Excellent organizational skills.
- Ability to flourish with minimal guidance, be proactive, and handle uncertainty.
- negotiating and decision-making skills
- Proficient in Word, Excel, Outlook, and PowerPoint.
- Fluent in Azeri, English and Russian, both written and spoken.

**Remuneration package:**

- Competitive salary
- Performance bonuses
- Corporate mobile phone

If you think that you have enough experience and suitable qualifications, please send us your resume with a cover letter and references to: [careers@ls-int.com](mailto:careers@ls-int.com)

Please, don't forget to indicate position / job location in subject line of the email message, otherwise your application will not be considered.