

Position Title: **Chief Commercial Officer**

Location: **Tbilisi, Georgia**

Employment type: **Full-time**

Starting date: **ASAP**

International freight forwarding company Logistics Solutions is hiring for a position of Chief Commercial Officer for our HQ in Tbilisi, Georgia. To excel in this role, you should have a compelling sales personality, have excellent managerial skills and deep knowledge of local and international logistics market, have large personal network and a hunger to chase and grow company revenues and volumes.

Responsibilities:

- Develop and implement commercial strategies according to company goals and objectives aiming to accelerate growth
- Conduct market research and analysis to create detailed business plans on commercial opportunities (expansion, business development etc.)
- Understand the requirements of existing customers to ensure their needs are being met
- Act to acquire new customers and manage client relationships (new and existing)
- Collaborate with other departments and coordinate sales/customer service teams
- Build and maintain profitable partnerships with key stakeholder
- Monitor performance of commercial activities using key metrics and prepare reports for senior management
- Assist in setting financial targets and budget development and monitoring
- Think strategically - seeing the bigger picture and setting aims and objectives in order to develop and improve the business
- Work strategically - carrying out necessary planning in order to implement operational changes
- Participating in drawing up contracts together with legal department
- Ensure staff are on board throughout the organization, and understand the need for change and what is required of them
- Train members of your team, arranging external training where appropriate
- Discuss promotional strategy and activities with the marketing department
- Liaise with the finance team and operations departments as appropriate
- Keep abreast of trends and changes in the business world
- 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 team 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 key accounts, as well as assisting your team to prepare quotes/proposals for the customers
- Seek out the appropriate contact in an organization
- Generating leads and cold call prospective customers
- Fostering and developing relationships with customers
- 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
- Written and verbal communication skills - needed for communicating with a range of people, both internally and externally, as well as presentation skills
- 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 project management and organisational skills
- The ability to think strategically
- The ability to analyze sales figures and write reports
- A flexible approach to work with the ability to adapt to a fast-paced, ever-changing environment
- Decision-making skills
- Initiative and the confidence to start things from scratch
- 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 Georgian, English and Russian, both written and spoken.

Remuneration package:

- Competitive salary



- Performance bonuses
- Corporate mobile phone
- Medical insurance

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

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

