



Position Title: **Sales Executive**

Location: **Tbilisi, Georgia**

Employment type: **Full-time**

Starting date: **ASAP**

International freight forwarding company Logistics Solutions with headquarters in Tbilisi, Georgia and offices in different countries worldwide is hiring for the position of Sales Executive for our HQ in Tbilisi, Georgia. The main duty will be generating leads and meeting sales goals, thus increasing the customer portfolio and revenues of the company.

**Responsibilities:**

- Generating leads
- Finding new customers and creating a sales pipeline
- Present, promote and sell company services using solid arguments to existing and prospective customers
- Reach out to customer leads through cold calling
- Meeting and exceeding sales goals
- Constant follow-up of submitted quotes/proposals to customers
- Negotiating proposals and contracts with prospective customers
- Preparing weekly and monthly reports
- Determining target customers, segmenting customers into groups and planning sales strategy accordingly
- Expedite the resolution of customer problems and complaints to maximize satisfaction
- Coordinate sales effort with team members and other departments

**Requirements and skills:**

- Bachelor's degree in business, marketing or a related field.
- **Experience in sales department of freight forwarding/transport company is a must**
- Excellent understanding of company services, possibilities and promoting same to customers
- 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 the business environment
- Strong communication and interpersonal skills and IT fluency
- Excellent organizational skills
- The ability to analyze sales figures and produce reports



- Negotiation and decision-making skills
- Initiative and the confidence to start things from scratch
- Ability to flourish with minimal guidance, be proactive, and handle uncertainty.
- Proficient in Word, Excel, Outlook.
- Advanced in Georgian, English and Russian, all written and spoken.

**Remuneration package:**

- Competitive fixed salary + sales 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: [career@ls-int.com](mailto:career@ls-int.com)

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

