



INSIDE SALES & MARKETING

DETAILS:

- Requisition #: SWLHQ001302
- Job Category: Sales
- Department: Business Development – Inside Sales
- Relocation Assist Available: No
- Location: MIAMI, FLORIDA, 33122
- Closing date: Open

JOB DESCRIPTION:

Job Summary

The Inside Sales & Marketing Executive is responsible for achieving his/her assigned sales plan by generating profitable revenue growth through the development of new business and the retention of existing business within his/her territory. This position analyzes customers' current Global Logistics and Supply Chain needs to create appropriate solutions and promptly respond to customers' requests with the assistance provided by management.

The primary focus of this position is to conduct ongoing constant communication with current and potential customers, generate and capitalize on sales leads via email and telephone, and help our company development by generating growth in customer business volumes. The Inside Sales & Marketing Executive identifies opportunities where our logistics solutions may help achieve the customer's expected results in their transportation and customs house brokerage operations. This individual analyzes current status of operation and proposes solutions.

Other Duties

- Maintain and increase customer base through our logistics service offerings (e.g., ground, air, international, freight, warehousing, customs brokerage).
- Introduce new products and services and expand business opportunities within customer accounts.
- Track sales performance to objectives.
- Monitor account statistics and respond to internal sales leads to identify opportunities and create sales strategies.
- Research resources and account history.
- Qualify leads.
- Respond and prepare pricing requests and analyze price quotes results.



MINIMUM QUALIFICATIONS:

- Must be authorized to work in the U.S.
- Must possess in depth understanding of the logistics, freight forwarding and customs brokerage services.
- Must be currently in the same geographic location as the job.
- Must have Business to Business or Business to Consumer sales experience.
- Bachelor's degree preferred.
- Experience using Microsoft office & APPLE/MAC products or equivalent is preferred.

CONTACT:

If you feel you meet the above criteria and can contribute to our company growth initiatives, we want to know about it.

Please send an email to administration department:
rebeca.yescas@swiftwwl.com , wecare@swiftwwl.com, or via fax at 786-269-2200.