

LANKA SHIPPING & LOGISTICS IS A COMPANY OF WIDE EXPERTISE AND INTERNATIONAL REPUTATION



ASST. MANAGER/ SNR. EXECUTIVE - SALES

Assistant Manager -Sales

- *To build and maintain good personal rapport with the customers and enhance the current customer base.*
- *Maintain good relationships with Principals and all overseas agents.*
- *Provide sales/progress reports on a weekly basis.*
- *Collate market information in order to support business decisions.*
- *To ensure the overall sales budget of the division is achieved.*
- *To achieve set sales targets on a monthly basis.*

Senior Sales Executive

- *Responsible for preparation of sailing schedule*
- *Coordinate activities with the shippers and vessel operators in order to ensure FCL cut off time and required space*
- *Responsible for preparation of weekly reports of loading*
- *To achieve set sales targets on a monthly basis*

You should:

- *Be G.C.E A/L qualified*
- *Currently have a strong customer base*
- *Have a minimum of 4-5 years of sales experience in the Shipping and Freight Forwarding industry in a similar capacity*
- *Have good analytical skills*
- *Be Fluent in English, have good communication, correspondence and negotiation skills.*

Please send your CV to hr@cass.lk within 2 weeks of this advertisement

Feedertech, a leading feeder operator with its headquarters based in Singapore, has joined forces with Unifeeder (owned by Dubai Ports World) in order to expand its worldwide reach. With this, Unifeeder will now have feeder and shortsea coverage in Europe, the Mediterranean, North Africa, Asia, the Middle East, and the Indian Subcontinent.

The transaction with Unifeeder and the support of DP World, will allow Feedertech to take the business to the next stage of its growth.

Sales Manager

He will be a key member of the Management team with an in-depth knowledge of the container shipping industry, with emphasis on strategy & market awareness.

Requirements

- Min. of 5 years of experience within the shipping industry.
- Strong analytical skills
- Excellent communication and IT skills
- Team player with good interpersonal skills

If you think you have what it takes to be successful in this role, please send in your CV to hr@cass.lk