

JOB POSTING REQUEST FORM

JOB DETAILS	
Reference #	CC-681-2022
Company Name	DocShipper
Industry	Import / Export
Vacancy	Account Executive Logistics
Number of vacancies for that position	1
Job Type (<i>FT, PT, Contractual, Seasonal</i>)	Full-Time
Major(s)	Business
Degree	
Years of Experience	No minimum required. Skills are more important.
Location	Jounieh
Remuneration & Benefits	Premium Package
Currency (LBP, Dollar, Lollar)	Fresh Dollars
Tasks & Responsibilities	<p>Duties & Responsibilities :</p> <ul style="list-style-type: none"> -Handle incoming flow (B2B, B2C, Worldwide target context) -Pricing and quote -Handle import/export shipments -Organize & update all the flow through a CRM -Help organize oversea shipment by adhering to the given shipping instruction and be able to arrange shipment efficiently (in duo with the operations team) -Negotiate price with customers -Work on several media: email, phone, live chat... -Work on several tools: ZOHO crm, Cloudtalk, WhatsApp, Spreadsheet... -Report to Manager <p>Profile :</p> <ul style="list-style-type: none"> -Bilingual in French / English. No accent in French (like a French) if we hire you to handle French-speaking market (this is mandatory) -BA/BS degree is a plus but not mandatory, soft skills are the most important -Exceptional interpersonal skills and rapport building including charisma, negotiation, and ability to close a deal... Especially on calls.

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- Absolute tenacity, you never give up until you get it right!
- Familiarity with CRM systems and practices (Experience on ZOHO CRM is a plus)
- Experience / studies in the logistics field is a plus
- Ability to multitask, prioritize, and manage time effectively
- Customer orientation and ability to adapt/respond to different types of characters
- Strong phone contact handling skills and active listening
- Proven sales experience & track record of over-achieving quota is a plus
- You have an appetite for the startup world and want to be part of a great adventure with strong growth and therefore many opportunities

What's on offer ?

- Premium Package
- Bonus based on KPI
- Industry leading international business environment
- Friendly and young team, start-up culture. Work hard, pay / play hard
- Opportunity to establish a long-term successful career
- Possibility of rapid & international development