

Détail de l'offre : Business Development Manager

Partenaire	
Référence	20D1591666121
Titre	Business Development Manager
Description du poste	<p>Purpose of Position</p> <ul style="list-style-type: none"> * Establish sales targets and sales plan for the area to meet the sales objectives of growth and profitability. * Manage the area marketing activities and provide relevant and timely market intelligence <p>Tasks</p> <ul style="list-style-type: none"> * Achieve area targeted sales growth at a rate and profit margin consistent with the overall strategic business plan * Maintain and constantly improve the company's competitive position in the market place * Formulate in collaboration with team, the proposed budget and business plan sales targets , objectives and activities * Determine, review and evaluate performance vs sales plan on a monthly basis and take required action if necessary * Manage target accounts effectively through resource planning, allocation and management * Responsible for a smooth handover of clients to operations department including SOP and ongoing communication discipline * Optimize sales expenses through efficient management of expenditure * Ensure compliance with Sales processes * Participate actively in regular reviews with major accounts (existing and potential) to ensure customer satisfaction and profitable business growth
Type de contrat	Emploi
Métier	Commercial / Ventes
Société	Bolloré Logistics Philippines Inc.
Description de la société	<p>Bolloré Logistics is a global leader in international transport & logistics. Constantly adapting to its customers' changing needs, the company has enriched its expertise to become a tier-one supply chain partner and one of the top 8 transport and logistics companies in the world with the largest integrated logistics network in Africa. Bolloré Logistics delivers custom-fit solutions with a high added value that draw on an in-depth experience and understanding of different industries, as well as the constant quest for improvement and optimisation that is central to the company's own culture and values.</p> <p>Bolloré Transport & Logistics brings together four traditional businesses of the Bolloré Group. Bolloré Ports, Bolloré Logistics, Bolloré Railways and Bolloré Energy are four areas of business and expertise that now work together to satisfy our global clients. Bolloré Transport & Logistics makes all of its areas of expertise available to its clients, including construction and operation of port terminals and railway lines, freight forwarding and Oil logistics, based on the expertise of 36,000 employees in 105 countries.</p> <p>Bolloré Logistics matches the needs of import and export companies around the world, providing complex supply chain management solutions for major groups and international shipment services for SMEs. Its global offer is built around its comprehensive and integrated expertise in five services:</p> <p>Multimodal Transport / Customs and Regulatory Compliance / Logistics / Global Supply Chain / Industrial Projects</p>
Pays	Philippines
Profil recherché	<ul style="list-style-type: none"> * Functional experience in air/sea/logistics/supply chain management * Marketing & sales management experience * Comprehensive market knowledge (customers, competitors, suppliers, overall environment). * Advanced business administration competence

- People management and leadership (Recruitment / Selection / Training & Development / Coaching / Performance Management)
- Able to manage cross-functional interfaces (Operations, ASB companies and other ISPs).
- Strategic planning skills
- Organizational skills (prioritize, plan, assign and control)
- Decision-making abilities
- Results and customer focused
- Proven sales ability
- Negotiation skills
- Analytical skills (Analyzing referrals / Creative thinking)
- Able to work in a diverse environment and culture
- Network & relationship building
- Communication & interpersonal skills
- Presentation skills
- Winner mentality

Expérience Expérimenté (3-10 ans)

Secteur Transports

Langues Anglais