



Sealand – A Maersk Company Asia Job & Learning Description

*Disclaimer: The purpose of this document is to provide a summary of the generic functions/tasks associated with this position. It is not an exhaustive or comprehensive list of all possible position responsibilities, tasks, and duties. In addition, this description should enable colleagues to answer some of the following questions: **What am I accountable for?, Why is what I do important?, How am I measured?** The responsibilities, tasks, and duties of the incumbent might differ from those outlined here and additional duties may be assigned at the manager's discretion. The position description details as outlined below are also subject to change/ may be reassigned at any time.*

A2 – Online Sales Executive

Job Title	Sealand – A Maersk Company Asia Online Sales
Job Level	JL 2
Employment Terms	Local
Business Unit	Sealand – A Maersk Company Asia
Reports to	Efficiency & Super Saver Sales Manager

Introduction

Sealand – A Maersk Company Asia is the dedicated Intra-Asia (IAS) arm for the Maersk Group delivering containerized cargo through an extensive network spanning Bangladesh to East Russia. As an independent business unit that is part of the Maersk Group, we carry our own IAS cargo, significant Feeder volumes for Maersk as well as other carriers with whom we have cultivated long-term partnerships. We have over 500 staff in 14 countries with headquarters situated in Singapore and operate a fleet of over 70 ships.

An opportunity is now available for an independent, energetic and self-motivated individual to join us as Online Sales Executive in Viet Nam – Cambodia Cluster.

What Sealand – A Maersk Company Asia offers

As an organization, we are entrepreneurial. We provide a fast-paced work environment where employees are empowered and expected to take ownership and held accountable for their performance.

Through this position, you will gain a unique opportunity to improve your mindset, skills and competency covering below and more:

- Deep knowledge of sales professional process
- Sales essentials training – a key for your success
- Development of stakeholder management skills and persuasion abilities
- Learning how to deal with and operate in a global organization
- Improving your efficiency levels while keeping a high level of quality in your work with a focus on Sales skills
- Exposure with local and foreign colleagues and customers at multiple-levels
- Communication and process improvement



Principal Accountabilities

- Work in a dynamic professional sales team who value team success.
- Making sales calls with new and existing customers who are small and medium size local and international companies doing containerised export in Viet Nam region.
- Establish strong, multi-level relationships with customers (including decision makers and influencers) and make use of senior management to sponsor and leverage high level customer relationships.

Sealand – A Maersk Company Asia Job & Learning Description

- Through online feature, manage and develop the assigned portfolio secure business and achieve L&S objectives in Sealand (Supply Chain, Contract Logistics, Customs, Trucking & Import & Export Ocean freight)
- Identify account needs, opportunities and key buying factors for existing customers, and formalize those into account plans and create compelling value propositions to increase win ratio and gain premium over competition.
- Be on top of your assigned industry situation, taking lead in creating a compelling value proposition to response well to the industry's needs.
- Responsible for growing support from your existing customers and acquiring new customers within Vietnam cluster to meet and exceed individual volume and revenue target.

Key Success Measurement

- Meet and exceed individual target on:
 - Volume and revenue (from clients controlled or non-controlled in Vietnam) for both ocean and L&S
 - Customer acquisition
 - Numbers of sales calls per targeted customers
 - Numbers of leads & quality of value proposition generated for non-controlled business
 - Future expected volume pipeline
 - Rate maintenance timeliness and accuracy
 - Drive of actions from Voice of Customer
 - Assigned tasks/projects/coordination
- Timely reflect your sales activities in customer relation management system

Who we are looking for

- As a minimum for fulfilling this important position, we expect for you:
- Bachelor's degree in foreign Trade, Business Administration, Marketing, Management, Commerce or other similar areas
 - Fluent in English both writing and speaking
 - 1-2 years' work experience in shipping industry/logistics is preferred but not mandatory
 - Motivated, can-do attitude and ambitious self-starter with a customer-focus mindset is a must
 - Ability to work in a fast-paced international environment and cope with large scale business challenges
 - Strong communication skill in both verbal and written
 - Being proactive and taking responsibility for your tasks
 - Being value focused and keeping a high level of integrity
 - Constantly seeking to improve your skills and efficiency levels
 - Capable in building strong and lasting relationships at multiple levels, focusing on decision makers and influencers
 - Strong knowledge about market, competitors and industry trends will be a clear advantage

Date: _____
Manager

Staff

