

Sales Manager (50k, eCommerce Logistics Solution)

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Company: Manpower

Location: Hong Kong

Category: other-general

eCommerce Logistics Solution

Sales Management

Logistics Background

A leading Company in Hong Kong, they are looking for Sales Manager (50k, eCommerce Logistics Solution)

Job Responsibilities

Develop and execute strategies to increase logistics business volume from merchants.

Monitor and achieve monthly and quarterly logistics KPIs, providing insightful reports to management.

Build and maintain strong relationships with key accounts at all levels.

Stay updated on logistics market trends and identify potential business opportunities.

Analyze market data and competitor activities to drive business growth.

Gather feedback from accounts to enhance logistics solutions.

Collaborate with cross-functional teams to develop tailored proposals for key accounts.

Manage daily logistics operations for seamless delivery experiences.

Work closely with logistics partners to optimize operational efficiency.

Evaluate and improve working relationships with partners and stakeholders.

Cultivate solid business relationships with domestic customers.

Requirements

Minimum 7 years of experience in Logistics, Supply Chain, or eCommerce, with management experience preferred.

Knowledge of customer service, account management, or logistics operations is a plus.

Proficient in English and Chinese (Mandarin).

Strong attention to detail and organizational skills.

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