

Regional Logistics Sales Manager

Egaltrans (EgalClub Solutions Pvt Ltd) is a technology company building smart solutions to challenges hindering growth for stakeholders in the shipping and logistics industry. Egaltrans' flagship product Egaltrans Fleet Growth Platform is an integrated and automated solution for fleet operations, maintenance, and freight management, designed specifically for Indian truck fleet owners and operators.

We are seeking a dynamic and results-oriented and motivated sales professional to join our team. The Logistics Sales Manager will support the organization through development management and leadership of our sales efforts in Karnataka. This role will plan and implement sales strategies that will gain business and effectively manage the logistics requests of our clients. The LSM will find clients who need logistics service and also develop carrier relationships to fulfil client needs.

Location: Bangalore, Karnataka

Type: Full-time, Remote

Designation: Regional Logistics Sales Manager - KA

Experience: 2-5 years

Responsibilities:

- Develop and execute effective sales strategies to drive business growth.
- Build and maintain strong relationships with key clients and partners.
- Identify new business opportunities and develop strategies to capitalize on them. Monitor market trends and competitor activities to identify potential threats and opportunities.
- Manage the Profit and Loss (P&L), ensuring profitability targets are met or exceeded.
- Analyse sales data and report on sales performance, market trends, and customer feedback.

Requirements:

1. Proven experience as a Logistics Sales Manager, or Broker Agent or in a similar sales role.
2. Excellent communication and negotiation skills, must have a frugal mindset.
3. Ability to develop and implement sales strategies. Strong analytical and problem-solving skills. Results-driven and customer-focused approach.
4. Bachelor's degree in Business Administration, Marketing, or a related field.
5. Proficient in English, Kannada, and Hindi. Any other languages will be considered a bonus.

Compensation:

The job offers a competitive base salary and commission, open to discussion and mutual agreement.

Contact:

Please send your resume to careers@egaltrans.com