

# Argentina Jobs Expertini®

## Sales Operations

[Apply Now](#)

Company: Expeditors

Location: Monserrat

Category: other-general

### Descripción de la empresa

“We’re not in the shipping business; we’re in the information business” -Peter Rose,  
Expeditors Founder

As a Fortune 500 company, Expeditors employs more than 15,000 trained professionals in a worldwide network of over 300 locations across six continents. Expeditors satisfies the increasingly sophisticated needs of international trade through customized solutions and seamless, integrated information systems. Our services include the consolidation and forwarding of air or ocean freight, customs brokerage, vendor consolidation, cargo insurance, time-definite transportation, order management, warehousing, distribution and customized logistics solutions. Expeditors is headquartered in Seattle, Washington.

### Descripción del empleo

#### Scope of Position

The focus of Sales Operations is to optimize the effectiveness of the district sales team by providing support to the District Sales Team and Manager. The Sales Operations candidate must have a desire to become an expert in sales fundamentals and process, and the drivers of results for their Sales team.

Using strong communication skills and deadline management, sales operations will effectively collaborate with a variety of people and job functions, accomplishing tasks of moderate to high complexity and scope, and have the ability to perform in a challenging and fast-paced environment. This role provides growth opportunity, recognition and reward for the achievement of business results. Position gains great insight to moving into a field Sales

position if desired.

Reports to District Sales Manager

### **Key Deliverables**

These are the minimum results expected from Sales Operations:

Manage monthly delivery of key reports to the District Sales Manager.

Manage weekly sales meetings, as directed by the District Sales Manager.

Organize sales events to drive existing and new customer engagement.

Ensure updated marketing materials are accessible to Sales team and create customer-focused PowerPoint presentations from various marketing material. Work with CHQ-Marketing team for customized content when needed.

Manage company visitors and arrange meeting schedules with sales team.

Deliver qualified sales leads to the team.

Deliver and coordinate bid response information requested by the local Sales team or the Expeditors network.

Provide rates and pricing support.

Attend training & development sessions to understand the requirements of Sales.

Organize training sessions related to Sales for your branch, as directed by the District Sales Manager.

Update CRM and ensure data integrity measurements are met for the branch.

Take on additional assignments, as required, in support of company needs.

### **Requisitos**

**To be the most effective in this position we are looking for the following skills and experience:**

Must be proficient in Excel, PowerPoint and Word

The ability to work off-site for local events

Oral and written proficiency in the English language

Strong problem solving, organizational, and interpersonal skills

Ability to work productively both individually and in a team environment

Sense of urgency for goal achievement

Self-motivated with ability to work in a fast-paced and constantly changing environment

Comfortable with regular data entry on a laptop computer

Strong rapport and relationship-building focused

Empowered to make quick decisions in response to changing condition

Influence others to action

Timeliness and accountability for results

### **Información adicional**

Expeditors offers excellent benefits:

Full time job contract

Competitive salary

Opportunity for promotion

Friendly atmosphere among team

Ability to develop

Professional Training Plan

[Apply Now](#)

### **Cross References and Citations:**

1. [Sales OperationsDermatologistjobs Jobs Monserrat Dermatologistjobs](#) ↗

2. [Sales OperationsSearchcanadajobs Jobs Monserrat Searchcanadajobs](#) ↗

3. Sales OperationsSearchukjobs Jobs Monserrat Searchukjobs ↗
4. Sales OperationsAgilejobsnearmeJobs Monserrat Agilejobsnearme↗
5. Sales OperationsCraftsjobsJobs Monserrat Craftsjobs↗
6. Sales OperationsTunisiajobs Jobs Monserrat Tunisiajobs ↗
7. Sales OperationsSearchlondonjobs Jobs Monserrat Searchlondonjobs ↗
8. Sales OperationsEmployemenowJobs Monserrat Employemenow↗
9. Sales OperationsProgrammingjobsnearmeJobs Monserrat Programmingjobsnearme ↗
10. Sales Operations TollywoodjobsJobs Monserrat Tollywoodjobs↗
11. Sales Operations SupplychainjobsJobs Monserrat Supplychainjobs↗
12. Sales Operations losjobs Jobs Monserrat losjobs ↗
13. Sales Operations Searchcanadajobs Jobs Monserrat Searchcanadajobs ↗
14. Sales Operations TruckjobsnearmeJobs Monserrat Truckjobsnearme↗
15. Sales Operations Francejobs Jobs Monserrat Francejobs ↗
16. Sales Operations Restaurantjobsnearme Jobs Monserrat Restaurantjobsnearme ↗
17. Sales Operations EmployemenowJobs Monserrat Employemenow↗
18. Sales Operations ZoologyjobsJobs Monserrat Zoologyjobs↗
19. Sales operations Jobs Monserrat ↗
20. AMP Version of Sales operations ↗
21. Sales operations Monserrat Jobs ↗
22. Sales operations Jobs Monserrat ↗
23. Sales operations Job Search ↗
24. Sales operations Search ↗
25. Sales operations Find Jobs ↗

Source<https://ar.expertini.com/jobs/job/sales-operations-monserrat-expeditors-8841cba3e6/>

Generated on: 2024-05-05 by Expertini.Com