

Position Title: **Sales Manager**

Location: **Tbilisi, Georgia**

Employment type: **Full-time**

Starting date: **ASAP**

International freight forwarding company Logistics Solutions is hiring for a position of Sales Manager for our HQ in Tbilisi, Georgia. Main goal will be generating leads and meeting sales goals, thus increasing customer portfolio and revenues of the company.

**Responsibilities:**

- Generating leads
- Finding new customers and creating sales pipeline
- Present, promote and sell company services using solid arguments to existing and prospective customers
- Excellent understanding of company services, possibilities and promoting same to customers
- Reach out to customer leads through cold calling
- Meeting and exceeding sales goals
- Constant follow-up of submitted quotes/proposals to customers
- Negotiating proposals and contracts with prospective customers
- Preparing weekly and monthly reports
- Determining target customers, segmenting customers into groups and planning sales strategy accordingly
- Expedite the resolution of customer problems and complaints to maximize satisfaction
- Coordinate sales effort with team members and other departments

**Requirements and skills:**

- Bachelor's degree in business, marketing or related field.
- Experience in sales, marketing, logistics or related field.
- Tenacity and drive to seek new business and meet or exceed targets
- An excellent telephone manner for making initial contact and for ongoing communication with customers and business associates
- Interpersonal skills for building and developing relationships with clients
- Deep knowledge of business environment
- Strong communication and interpersonal skills and IT fluency
- Excellent organizational skills
- The ability to analyze sales figures and write reports
- Negotiation and decision-making skills
- Initiative and the confidence to start things from scratch
- Ability to flourish with minimal guidance, be proactive, and handle uncertainty.
- Proficient in Word, Excel, Outlook, and PowerPoint.
- Fluent in Georgian, English and Russian, both written and spoken.

**Remuneration package:**

- Competitive salary
- Performance bonuses
- Corporate mobile phone
- Medical insurance

If you think that you have enough experience and suitable qualifications, please send us your resume with a cover letter and references to: [careers@ls-int.com](mailto:careers@ls-int.com)

Please, don't forget to indicate position / job location in subject line of the email message, otherwise your application will not be considered.