

### 岗位职责/Job Responsibilities:

1、开发客户资源

Develop customers through telephone, internet, and other channels.

2、定期推广公司优势产品，约访客户，寻求合作

Regularly promote the company's competitive products, arrange meetings with clients, and seek cooperation.

3、针对不同客户需求进行沟通，制定物流方案，给予报价

Communicate with clients based on their specific needs, formulate logistics solutions, and provide quotations.

4、对所负责业务订单全程跟踪，并做好回款工作

Follow up on orders throughout the process and ensure timely payment collections.

5、完成公司制定的销售指标，奖金面议

Achieve sales targets set by the company, with bonuses to be negotiated.

6、欢迎应届生的加入

New graduates are welcome to join our team!

### 任职要求/Job Requirements:

1、大专及以上学历，专业不限

College degree or above, major is not restricted.

2、3-5 年销售工作经验

3-5 years of sales experience.

3、有一定客户资源

Have a certain amount of customer resources.

4、维护好老客户的同时，也能独立开发新客户

While maintaining good relationships with existing customers, also able to independently develop new clients.

5、对国际货运市场行情有敏锐视野

Have a keen insight into the international freight market trends.

6、语言表达流畅，思路清晰

Fluent in communication with clear thinking.

7、有良好服务意识和团队合作精神

Have a strong sense of service and teamwork spirit.

8、敢于挑战困难

Dare to challenge difficulties.