



## Sales and Business Development Executive

*Cogoport is India's leading online freight logistics venture helping exporters and importers move goods globally and we are serious about changing the face of logistics. We are addicted to innovation, obsessed over user experience, and are focused on providing a seamless interface to exporters, importers and logistics providers. Working alongside you will be some of India's most talented data scientists, web developers, engineers, industry experts and thought leaders shaping the future of International logistics. We are a flat structure organisation and believe authenticity, integrity and transparency cutting through the hierarchies have the power to provide best results.*

Our sales team is growing! And we're looking for sharp, tenacious individuals to hop on board. If you love the art of selling, delighting customers, do not shy away from hard work and love smashing through targets – read on!

### About the role:

- In this role you will be directly responsible for reaching out to potential Cogoport customers and positioning us as the logistic solution for them (and increasing customer registration on the platform!)
- You will be connecting with businesses over the phone, e-mail and initiate the sales process by kicking off a hearty yet thorough discussion to determine if Cogoport can solve their logistic woes
- You will develop sales strategy to achieve sales goals, identify accounts to be targeted, penetrate those accounts, while establishing excellent relationships with all relevant stakeholders
- You need to ensure required reports and data updates are available
- You will need to understand and adapt to Cogoport's ongoing product and technology. Success in this role is measured by consistently hitting and exceeding targets

### Does this sound like you?

- You have a demonstrated track record of achieving/exceeding targets
- You have excellent interpersonal and communication skills
- You hold a Master's degree
- You have 0-2 years of B2B sales experience, preferably selling e-commerce products
- You are a self-starter with genuine curiosity of looking at the bigger picture- constantly seeking out ways to improve sales processes
- Interest in new technologies, local businesses, and the logistics sector are an added bonus
- If this sounds like the perfect opportunity for you, get in touch with us. We can't wait to hear from you!