

Sales Representative

UTi is an International, non-asset-based supply chain services and solutions company. Our services include air and ocean freight forwarding, contract logistics, customs brokerage, distribution, inbound logistics, truckload brokerage and other supply chain management services, including consulting, the coordination of purchase orders and customized management services.

Through our supply chain planning and optimization services, we assist our clients in designing and implementing solutions that improve the predictability and visibility and reduce the overall costs of their supply chains. Our global and diverse customer base ranges from large multinational enterprises to smaller local businesses. Our clients encompass those operating in industries with unique supply chain requirements such as the pharmaceutical, retail, apparel, chemical, automotive and technology.

SUMMARY:

This is an exciting multiple phase program for those seeking a career in Sales. Phase one of the program consists of 6 weeks of in-house training. With successful completion of Phase 1, you will be assigned to a mentor on the Sales team with whom you will partner with over the next 9 months. Your performance will be reviewed at regular intervals. This position will execute sales strategy, by initiating contact with potential customers as well as expanding business within current accounts, through the identification of client needs and selling appropriate solutions to meet those needs. This role is accountable for profitability and achievement of high client service levels.

ROLE AND RESPONSIBILITIES

- Identify new potential customers and sell air freight, ocean freight, and brokerage services for their branch (prospecting, cold calling, qualifying, and making customer calls, and closing new business)
 - Increase sales in existing client accounts
 - Prepare and participate/lead sales and client planning meetings
 - Participates in face-to-face meetings, typically partnering with a more senior sales representative
 - Works with manager in forecasting, business planning, and strategy
 - Effectively handle client bids and negotiations , collaborates with team on pricing decisions,
 - Elevate discussions to establish strategic partnerships with clients
 - Bring leading practices and new ideas to client executives (capture mindshare)
 - Elicit client feedback to help guide future product and service direction
 - Maximize cross-selling by providing strategic input to assist related accounts
 - Work closely with Operations to deliver high level of service to clients
 - Organize client forums and industry events to market UTi
- ❖ Culture
- Treats the client as the highest priority
 - Balances the win for the client with the win for UTi

- Pro-actively participates in the processes of the company
- Actively uses and manages FOCSSLE 2.0
- Turns in reporting on time and complete
- Follows UTi defined processes
- Represents UTi in the community
- Acts in accordance with UTi's corporate governance and effective controls
- "Sharpens their saw" for the benefit of their clients, UTi, other UTi team members, and themselves.

QUALIFICATIONS / REQUIREMENTS

❖ General Qualities

- High integrity
- Strong analysis and judgment skills; displays Business acumen
- Works well in a team environment, across departments and across the organization
- Able to quickly build rapport with others
- Excellent written, verbal and presentation communication skills
- Good listener; listens before speaking
- Able to think 'outside the box'
- Must have ability to handle multiple responsibilities -- to work across many accounts, projects, and/or issues and prioritize effectively
- Good judgment and initiative
- Comfortable with ambiguity
- Comfortable in 'firefighting' mode
- Demonstrated ability to work in a matrix environment -- must work well across multiple units across the company
- Must work well under pressure
- Entrepreneurial
- Internally motivated

POSITION REQUIREMENTS:

❖ Minimum Requirements

- Bachelor degree within a business discipline, prefer coursework on supply chain/logistics
- 1-3 years of Sales Experience in the Air and Ocean freight forwarding business is a plus, but not required
- Must have experience in building relationships and trust with clients
- Possess working knowledge of accessing and using standard PC applications (Word, Excel, PowerPoint, Outlook, Internet) as well as using Sales Force Automation and Knowledge Management tools
- Fluent in English
- Should be familiar with the local business etiquette and customs of the region
- Excellent verbal and written communication skills
- Travel up to 20% of the time to client locations and attend regional and or global meeting