



JANCO GROUP
駿高集團

Business Development Manager (E-commerce or Logistics)

As a Business Development Manager (E-commerce or Logistics), you will play a crucial role in driving the company's growth by identifying and securing new business opportunities within the e-commerce or logistics industries.

Job Description :

- Proactively identify and cultivate relationships with potential clients in the e-commerce or logistics sectors
- Develop and present tailored sales proposals and solutions to meet clients' specific needs
- Negotiate contract terms and pricing to secure new business
- Collaborate with cross-functional teams to ensure seamless delivery of services to new clients
- Monitor industry trends and competitors to identify new market opportunities
- Maintain a strong pipeline of prospects and actively manage the sales cycle
- Provide regular reports on sales activities and performance

Job Requirements :

- Bachelor's degree or equivalent in a relevant field
- Minimum 5 years of experience in new business development, preferably in the e-commerce or logistics industries
- Proven track record of identifying, qualifying and closing new business opportunities
- Strong negotiation and communication skills, with the ability to effectively present and sell solutions
- Excellent problem-solving and analytical skills to understand client requirements and develop tailored solutions
- Proficiency in using WMS systems and sales-related software
- Hands-on experience in market research and competitor analysis

We offer attractive salary and remuneration package to the right candidate.

Interested parties please send full resume with present and expected salary to hr@jancofreight.com.