

Chinese Sales Account Executive (Bilingual English/Chinese) – Freight and Logistics Sales

Long Beach, California

Diversified International Logistics Company is seeking an aggressive Chinese Sales and Marketing individual to promote the supply chain solutions to corporate clients in the USA and Asia. The selected individual will also be working with and supporting our sales offices in the PRC and North America.

We are a full service Logistics and Transportation Company. We handle a wide array of import and export general cargo for consolidation, trucking, distribution, cold storage, transloading, storage and US Customs bonded Cargoes. Our facilities are strategically located within the Ports of Oakland, Long Beach, and Seattle and Tacoma Washington with the ability of handle both overweight and over dimensional cargoes at these locations. We are quickly becoming the Logistics company of choice for export and import shipments in North America.

This position will see you developing new accounts. You will be dealing with a wide variety of markets. This position will focus on strategic planning, market development, researching new markets, support of key accounts. The organization is searching for candidates who have a past history of managing sales for the logistics and transportation industry.

Key Attributes Required

- Fluent in written and spoken Mandarin with Cantonese an asset
- Fluent in written and spoken English
- Negotiation skills
- Computer Literacy essential – Word, Excel, Microsoft Outlook and use of Internet
- Attention to Details
- Ability to work to tight deadlines & work under pressure
- Self-Motivation – working under own initiative as well as being part of a team
- Polite telephone manner
- Creative Flare – the ability to generate new ideas to present to clients
- Experienced in importing & exporting from the Far East preferred & selling in the transportation/Logistics industry or warehousing industry
- Maintain effective lines of communication with China
- Proven ability to develop new sales leads and ability to expand existing accounts
- Candidate should be driven and motivated to succeed and grow
- Excellent communication skills, great organizational and customer service skills
- Possess excellent analytical and listening skills

We are a growth oriented company with the desire to be not only the best Logistics company in North America but to be able to provide the best services and most competitive prices to our customers. It is our desire to expand our Logistics services and supply chain operations throughout North America. Should you have the energy, motivation, qualifications and desire to grow with our company please submit your resume to our email below.

The successful candidate will have a working knowledge of the following facets of Logistics:

Warehousing
Transloading
NVO Agency Operations
NVOCC's
Freight Forwarding
Customs House Brokerage
Intermodal Freight Movements
Transportation

Education:

BA Preferred

Experience:

Minimum 5 years Transportation Experience

We offer an attractive sales package commensurate with your experience. We offer medical and dental coverage, 401K plan, and the real opportunity for growth and development.

E-mail to: hr@pcc.cc