
Senior Account Manager

The role of Senior Account Manager is to maintain and explore business relationships under the assigned large-customer based. He/she will assist the International Sales Manager and Hong Kong Sales Manager to examine any strategic action which ensures the sales team works towards the company goal.

Responsibilities:

- Maintain a healthy usage & profitability of assigned customer accounts
- Identify customer's requirements and offer suitable logistics solutions
- Generate new key account customers & maintain high levels of satisfaction
- Establish new customer base from assigned products set by management
- Achieve sales target set by the company
- Provide job training to the sales team
- Manage accurate records thru CRM system
- Provide weekly sales report to Hong Kong Sales Manager
- Participate in company promotions and campaigns among sales department
- Recruit new Account Executive if required

Requirements:

- Diploma holders or above
- Minimum 3 years sales experience in the logistics field
- Fluent in English, Cantonese, Mandarin

Working hour:

- Monday – Friday (09:00 – 18:30 / 09:30 – 19:00)

The remuneration package will include 5-day work, birthday leave, 5 days paternity leave, compassionate leave and 12 days annual leave, etc

Interested applicants, please write in with your detailed resume stating your current and expected salary to email: jobs@royaleinternational.com

All information collected will be used for recruitment purposes only.