

Field Sales Executive Jawa Tengah (Talent Pool)

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Company: Ninja Van

Location: Surakarta

Category: other-general

Ninja Van is a tech-enabled logistics company on a mission to provide hassle-free delivery services for businesses of all sizes across Southeast Asia. Launched in 2014, we started operations in Singapore and have become the region's largest and fastest growing last-mile logistics company, partnering with over 35,000 merchants and delivering more than 1,000 parcels every minute across six countries. At our core, we are a technology company that is disrupting a massive industry with cutting-edge software and operational concepts. Powered by algorithm-based optimisation, dynamic routing, end-to-end tracking and a data-driven approach, we provide best-of-class delivery services that delight both the shippers and end customers. But we are just getting started! We have much room for improvement and many ideas that will further shape the industry. Field Sales Executive role will be to develop, drive and grow Ninja Xpress presence in Indonesia by growing our social commerce market through a process-driven, coordinated sales effort with the local Sales team as well as managing our current clients to ensure best in class customer experience.

Responsibilities

Research and target prospects using a variety of sales tools

Make business approach call to prospect clients

Track prospects - identify decision makers, specific qualifications, best solution that company can offer to specific client's need

Open for area **Bojonegoro, Magetan, Ngawi, Blora**

Requirements

Minimum 1 year experience in Sales Executive/Business Development/Account Management

Critical and fast thinking related to understand a prospect's interest level in Small Medium Enterprise environment

Excellent communication and interpersonal skills

Able to manage time effectively

Self-starter and goal oriented

High energy, positive attitude

Able to handle rejection and pressure

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