



## SALES EXECUTIVE

DHL Express Bermuda, in continuing its expansion, is seeking to employ a Sales Executive. The successful applicant will be responsible for the promotion and sales of DHL products and services to meet sales targets and generate revenue.

### Responsibilities

- Research sales potential, develop additional account or cash clients and further grow existing client base within assigned territory.
- Make sales calls and perform follow-up visits with clients, maintain customer satisfaction within assigned territory via review of client needs and customer relations calls.
- Keep client updated on Company services and continually provide solutions to client's air express needs.
- Assist client with problem solving to maximize DHL's visibility in the marketplace.
- Coordinate with, develop and assist country/station managers, supervisors, and/or customer service staff in performing sales and sales development functions within designated areas.

### Minimum Qualifications

- Minimum two (2) years University or College degree (preferred).
- At least five years successful sales experience, preferably in a service industry.
- Must be an effective negotiator.
- Strong organizational skills.
- Excellent oral/written communication skills and interpersonal skills.
- Experience in computerized environment.
- Valid driver's license, good driving record. Willingness to use one's personal vehicle for company business. And insurance as required.
- Mature, highly motivated, career oriented and enthusiastic.
- Willingness and ability to travel locally up to 75%.

This is a challenging job opportunity with the world's leading provider of logistics services. Our commitment to excellence and team spirit is a substantial element of our company's culture.

Resumes should be submitted, **no later than Wednesday, March 23, 2015** via email to [HR-Express.Car@dhl.com](mailto:HR-Express.Car@dhl.com) **referencing Sales Executive** in the subject line.

*Only short listed applicants will be contacted and applications received after the close date will not be considered.*

Absolutely no telephone calls will be accepted.