



CLARION SHIPPING (PVT) LTD

HAYLEYS
ADVANTIS
GOING BEYOND

Hayleys Group is amongst Sri Lanka's largest, and most respected diversified conglomerates with a turnover in excess of USD 1 Billion. To explore the World of Hayleys, visit us at: www.hayleys.com.

HAYLEYS ADVANTIS LIMITED

Hayleys Advantis Group, the transportation, logistics and aviation arm of Hayleys PLC with over 60 years of industry presence, is a pioneer in providing end-to-end logistics solutions, representing some of the World's foremost shipping lines, freight forwarders and the largest air express transportation company. The Group also represents some of the world's leading passenger and cargo airlines and specializes in travel agency services. Today Advantis controls a truly international network offering and is fast becoming the undisputed leader in the areas of integrated logistics, freight management, marine services, terminals & engineering operations, airport services, aviation supply services, outbound travel services and other travel related services.

Assistant Manager - Sales & Marketing – Clarion Shipping (Pvt) Ltd

Job Responsibilities

- Conduct market research to understand market/customer requirements, business opportunities and threats
- Prospect for new business by arranging meetings with potential MLO's and NVOCC's, providing customers with comprehensive quotations
- Provide feedback received from customers through customer survey and one-to-one interviews to support product development & enhance service performance
- Maintaining all relevant statistics to improve market share
- Provide/share information to/with internal and external stakeholders (customers, principal) in an accurate, consistent, and timely manner
- Ensure consistency of service quality by following standard operating processes/procedures and driving organizations' quality improvement initiatives
- Contribute to the Continuous Improvement process throughout the organization by introducing changes in order to improve products, services, and processes

Candidate Profile

- Bachelor's degree in Marketing or Logistics or equivalent professional qualification
- Minimum of 4 years' experience in a similar field
- Experience in Freight Forwarding and Shipping / Logistics Operation would be added advantage
- Excellent command of the English language
- Extensive knowledge on MS Office Package and ERP Systems
- Good negotiation and analytical skills
- Social and outgoing personality

If you think you have what it takes to be successful in this challenging role, **please click on the flyer to Apply Now, within 14 days** of this advertisement. Pay and benefits of the above position will be competitive, and the rewards are performance driven.

Hayleys is an Equal Opportunity Employer



A World of Opportunity

The World Of
Hayleys
Since 1878