

CAREER OPPORTUNITY

Barbados is one of 30 countries that Tropical Shipping serves, and our employees reflect those communities. Tropical is a Caribbean shipping leader whose teams feel a lot like family. We hire great people, provide good benefits, and enjoy a healthy work life balance. Tropical Shipping also prides itself in being an ethical company, and we see diversity and inclusiveness as an essential value that drives everything we do.

Tropical Shipping Barbados invites applications from suitably qualified persons to fill the position of **SALES REPRESENTATIVE.**

PRINCIPLE DUTIES & RESPONSIBILITIES:

- Performs on-site sales visits regarding maintenance of existing accounts, targeted accounts and/or newly assigned accounts to exceed yearly revenue and budgetary expectations. Completes and updates account profiles on each customer. Performs follow-up sales visits as required.
- Develops preliminary customer needs analyses and qualifies targeted customer prior to conducting sales visits. Prepares and researches each account for history and recently activated accounts to ensure understanding of customer needs, competitive situation and shipping patterns. Determines specific objective to be achieved with sales call and plans in detail the sales call activity.
- Follows up on sales calls by establishing credit, sending out expected correspondence and completing post-transaction follow-up to assist the customer. Updates account profiles to keep current and reviews call notes regarding duties to be completed. Follow up on all outstanding accounts receivable.
- Prepares weekly sales report and sales itineraries. Updates account profile system and highlights sales calls in SFA/CRM system.
- Actively participates in sales calls/sales efforts in outports and sales blitzes within assigned market area or areas. Communicates with appropriate sales representative or sales management in local market to encourage continued sales growth. (This may include traveling to off shore locations)
- Performs follow-up on sales visits such as rate quotations, sales leads, letters, PAD suggestions, and any other special arrangements.

QUALIFICATIONS & EXPERIENCE:

- Bachelor's Degree in Business Administration, Marketing or in a related field.
- Three years direct sales experience. Two years transportation industry experience.
- Valid local driver's license and valid passport.
- Constant travel to customer base and 20% travel to other Tropical locations
- Office Environment - Manual dexterity to perform repetitive motion tasks on computer. Ability to bend or stoop to retrieve lower shelf files. Ability to reach overhead to retrieve upper shelf files. ability to sit 1/3 - 2/3 of day. Ability to travel in various modes of transportation (e.g. automobile, airplane, train etc..) Occasionally exposed to outside elements during the course of traveling.

SKILLS, KNOWLEDGE AND ABILITIES:

- Planning, organizing and ability to coordinate multiple tasks.
- Skills in negotiations and public speaking.
- Analytical thinker.
- Knowledge of sales principles.
- Knowledge of cargo logistics.
- Ability to use judgement to work ahead within limits of authority.
- Ability to understand the customer's needs and sell to those needs.

COMPENSATION:

The company is offering an attractive remuneration and benefits package commensurate with the experience, skills, and knowledge of the successful candidate. A cover letter with accompanying curriculum vitae can be submitted to: hrbarbados@tropical.com.

Application deadline: October 20, 2023