

COSCO SHIPPING LINES (North America) Inc. is seeking an Account Executive (Import) to join their Global Sales Division within their San Francisco area. Specific responsibilities and duties include, but are not limited to:

General Functions and Key Activities:

- Covering Import business in the San Francisco, Utah, and Denver areas.
- They will need to have the knowledge and understanding of COSCO's business profile.
- They will be responsible to maintain and develop new business opportunities that will help the account executive reach their annual budget goals.
- The account executive will be responsible for all sales products and tradelines we offer (TPTEB/TAT/ILA/Logistics).
- The account executive will need to be able to navigate themselves through our systems and keep files all in order with account information and sales activity.
- They will need to provide all monthly/weekly/daily reports on time with accurate information.
- They will be required to conduct F2F sales meetings on a weekly basis with their contracted / target accounts.
- Account will need to participate in weekly sales meetings with management and sales team.
- They will need to be able to work as a team and share ideas.

Additional Qualifications and Requirements:

- Bachelor's Degree or higher preferred.
- 1-3 years of Account Executive related experience preferred.
- Should have high level proficiency in Microsoft Office suites including MS outlook, Excel, Word, Powerpoint, and Access.
- Strong Organizational skills.
- Strong Time, and Territory management skills.
- Experience with IRIS2 is a plus.

Featured benefits

- Medical insurance
- Vision insurance
- Dental insurance
- 401(k)
- Disability insurance