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The successful candidate will be responsible for developing and managing airfreight sales activities for the company, as well as providing strategic direction for the growth of the business.

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Responsibilities:

Develop and implement a comprehensive airfreight sales strategy to maximize profits and achieve company objectives. Develop and manage relationships with key customers and stakeholders. Identify and develop new business opportunities in the airfreight market.

Analyze customer needs and develop tailored solutions to meet them. Monitor and analyze competitive activity in the market. Negotiate pricing and contracts with customers. Develop and manage promotional campaigns to generate leads and sales.

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Requirements

:Bachelors degree in Business Administration, Marketing, or related field. Proven track record of success in airfreight sales. Excellent communication, negotiation, and interpersonal skills.

Ability to work independently and manage multiple tasks. Strong problem-solving and decision-making skills. Knowledge of airfreight industry trends and regulations.

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