

Global Account Executive

Description

Build and grow with us! Join Flexport UK as a Senior Account Executive and supercharge your career. The opportunity: Operating at the intersection of logistics and tech has allowed Flexport to develop a unique value proposition that customers all over the globe love, resulting in exponential growth over the last 10 years. As part of our mission to make global trade easy for everyone, we are continuing to grow our sales organization in the UK. We are seeking an experienced Account Executive to build and scale our business, identify good-fit clients, and close deals. You'll be part of a high-performing team and in the driver's seat building up our presence in location while solving customer problems with tech-enabled freight forwarding. You will be: Building and growing Flexport location through closing net-new business in partnership with your sales colleagues Uncovering and connecting with ideal clients through a combination of self-prospecting and collaboration with our SDR team. Consulting with new clients to understand their supply chain needs Creating a value-add solution, demonstrating our capabilities through remote and in-person meetings Leading the customer onboarding process by leveraging internal resources and teams You should have: At least 4 yearsâ experience in a full cycle (prospecting to closing) Experience of the logistics industry is essential with the freight forwarding industry strongly preferred Enthusiasm for cold-calling prospects, leading discovery calls to uncover their needs, and managing accounts to create an outstanding experience for clients A fast learning ability, a strong work ethic, and a burning desire to grow into a top 5% sales executive in the country Please mention the word ****GLIMMERING**** and tag `RMzQuMTQ1LjE0MS43OA==` when applying to show you read the job post completely (`#RMzQuMTQ1LjE0MS43OA==`). This is a beta feature to avoid spam applicants. Companies can search these words to find applicants that read this and see they're human.

Contacts

Job listing via RemoteOK.com

Hiring organization

Flexport

Job Location

London, England, United Kingdom

Base Salary

\$ 55000 - \$ 107500

Date posted

June 3, 2024

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