

Job Vacancy Name: Jr. / Sr. Inside Sales & Pricing Executive

Location: Ahmedabad

Overview:

Join our team as an Inside Sales & Pricing Executive at Kotak Loggisticss (Dept of Kotak Global Tradlinks Pvt Ltd), a leading custom broker and freight forwarder. We're seeking a proactive individual to drive revenue growth through targeted sales efforts and strategic pricing management in the logistics industry.

Responsibilities

- Conduct calls to generate leads and promote our custom brokerage and freight forwarding services.
- Qualify leads, understand customer requirements, and present pricing proposals tailored to their needs.
- Negotiate pricing agreements and contracts with customers, suppliers, and carriers to maximise revenue and profitability.
- Develop pricing strategies based on market trends, competitive analysis, and customer feedback to ensure competitiveness and profitability.
- Collaborate with sales, customer service, and finance teams to develop pricing proposals and quotes for customers, considering factors such as transportation costs, tariffs, duties, and service levels.
- Monitor pricing performance and conduct regular reviews to identify opportunities for improvement and adjustment.
- Maintain accurate pricing data, records, and documentation to support pricing decisions and ensure compliance with regulatory requirements.
- Provide pricing guidance and support to sales teams, including training on pricing strategies and tools.
- Utilize CRM software to manage leads, track sales activities, and maintain accurate pricing information.
- Stay updated on industry trends, regulatory changes, and market conditions to inform pricing decisions and strategies.
- Collaborate with cross-functional teams to implement pricing initiatives and support business objectives.

Qualifications:

- Bachelor's degree in Business Administration, Finance, or a related field.
- Proven experience in inside sales and pricing management, preferably in the customs brokerage or freight forwarding industry.
- Strong analytical skills with the ability to interpret data and trends to make informed pricing decisions.
- Excellent communication, negotiation, and interpersonal skills.
- Proficiency in MS Excel and CRM software.
- Attention to detail and ability to work effectively in a fast-paced environment.

Join our team and play a pivotal role in driving revenue growth through sales and pricing management for our custom brokerage and freight forwarding services. We would love to have you onboard! Apply now on info@kotakloggisticss.com to explore more opportunities. Freshers may apply.