



## JOB DESCRIPTION

APL, one of the world's leading ocean carriers, offers more than 90 weekly services and call ports in over 50 countries worldwide. We provide container transportation through our international shipping network which combines high-quality intermodal operations with advanced technology, equipment and e-commerce.

APL is part of the CMA CGM Group, a leading worldwide shipping group founded in 1978 by Jacques R. Saadé. CMA CGM has a global presence thanks to its numerous vessels calling various ports all over the world. CMA CGM has grown continuously, and has been constantly innovating to offer its clients new sea, land and logistics solutions. Headquartered in Marseilles, the Group has employees all over the world in hundreds of agencies.

With over 160 years of experience, APL has the knowledge and the expertise to help our customers grow their businesses and negotiate in an increasingly complex and ever-changing global marketplace – whether that is venturing into new territories or growing in already developed markets.

### **Description**

This outside sales position will manage a territory consisting primarily of high-value accounts across all Trades with a focus on Transpacific Westbound. Goal is to grow business with both existing and new customers through external contact/face to face visits. The emphasis will be on high value, relationship-oriented selling with moderate level complexity. Candidates should be skilled in international sales, negotiating, selling techniques, delivering presentations with a good working knowledge of the Liner Company's value proposition.

### **Accountabilities**

This position is responsible for, but not limited to, the following:

- 50% Volume Target - meet specified territory target volumes by developing sales call plans and call specific objectives and materials; conducting sales calls with accounts, following up on commitments and issues that arise during sales calls.
- 35% Business Development- includes strategy for increasing new business with each account in the sales territory, target account budgets, goals and objectives, and management of sales leads. Obtaining new business will be a priority.
- 10% Communication- includes (1) continuous intelligence gathering from accounts and other sources to identify actions by accounts or competitors that could mean a threat or opportunity for APL, overall or for a specific market (s); and (2) ensuring prompt forwarding of the information to all pertinent individuals in the APL organization.
- 5% Administration- includes timely and accurate update to sales CRM Salesforce.com, target account updates, and other miscellaneous reporting needs.

**Qualifications**

- 3 - 5 years sales experience
- College degree preferred or equivalent industry experience
- Demonstrated experience in creating and implementing sales tactical plans
- Demonstrated understanding of sales-related information technology and its applications
- Demonstrated understanding of rate construction methodologies
- PC (Excel, PowerPoint, Word, CRM) literacy

**Additional Knowledge, Skills, and Abilities:**

- Hunter Mentality
- Customer Focus
- Communication – written and verbal
- Decision making & Problem Solving
- Leadership
- Teamwork

APL is an Equal Opportunity Employer/Minorities/Female/Disabled/Protected Veteran/Gender Identity/Sexual Orientation.

Alternative application methods are available for individuals who are unable to use or access our online application system. For assistance, please contact us at [Applicant\\_Assistance@apl.com](mailto:Applicant_Assistance@apl.com).