



NPT Agency

NPT Agency is a long established shipping agency within Fiji, representing a number of reputable principals offering through supply chain management at both a local and global reach.

Sales & Business Development Executive

About Us:

Neptune is the market leaders for ocean freight between Australia/New Zealand and Fiji. We are owned by premium water brand, FIJI Water who is turn is owned by The Wonderful Company, a privately held business headquartered in Los Angeles with over 9000 employees worldwide.

Neptune Pacific Trading (NPT) are part of the Pacific Forum Line (PFL) family, a joint venture with the Samoan government. PFL specializes in shipping across the South Pacific with over 40 years' experience!

Delivering legendary service, we pride ourselves on the ability to provide regular and reliable shipping services to the Pacific Islands. Our team provides our customers with an efficient, responsive and professional services while embracing our core values.

We have an exciting opportunity for experienced and passionate Sales & Business Development Executive to support our PFL business. Delivering legendary service, we pride ourselves on the ability to provide regular and reliable shipping services to the Pacific Islands. Our team provides our customers with an efficient, responsive and professional services while embracing our core values.

We have an exciting opportunity for experienced and passionate Sales & Business Development Executive to support our PFL business.

Here's what you'll do:

- Gain new business through prospecting and solution selling
- Build and grow our brands in the market place
- Quote and negotiate competitive rates
- Develop sales budget and key account management programme
- Manage and develop strong relationships with key accounts
- Reporting and Analyzing

Here's what you'll bring to the table:

- Minimum 3 years sales or business development experience
- Proven consolidation and freight forwarding experience
- Positive reputation within the shipping industry
- Self-driven to achieve goals with a high energy level
- Excellent written and oral communication and presentation skills
- Highly savvy with systems and technology
- Enthusiastic learner with a passion for networking

If you are a self-starter, pro-active with a strong passion for the shipping industry, please send your application to hr@neptunepacific.com quoting "**Sales & Business Development Executive**" in the subject headline

To be considered for this role you must have the legal right to live and work in Fiji and hold a full driver's license.

APPLICATIONS CLOSE: 15 JUNE 2019

For Legendary Service
www.neptunepacific.com

