



CAREER OPPORTUNITY

at M&P Express Logistics (Pvt.) Ltd.

On Time, Every Time, I, We & M&P

Tele Sales Executive

Karachi

Tele sales Executive will be responsible for retaining, deepening, cross selling and growing the business with Corporate, SME & COD customers. Prioritizing customer opportunities, creating contacts, monitoring contractual compliance and answering customer questions.

Required Skills:

- Keep track of competitor products, services & market rates and have proper research of customer business needs and identify new opportunities
- Generate Sales pipeline in the SME market and maintain strong database of customer information
- Prioritize business development through new and lost customers and educate them about M&P products
- Ensure timely invoice submission to customers
- Follow-up on sales leads identified in customer calls and Customer Relationship Management (CRM) system to close prospective sale
- Maintain relationship with customer by assisting them and acting as their advocate in resolving business issues (e.g., Claim, Damages etc.)
- Record and updates account activity (e.g., call notes, billing updates, credit notes service issues etc.) to ensure customer information and interaction are accurately documented.
- Responsible for all receivable amount through cheques from corporate customers.

Qualification	Experience	Age
Graduate or Masters <i>(Males are encouraged to apply)</i>	Min. 2 years (Males	Up to 30 Years

Interested candidates meeting the above criteria can share their profiles at careers@mulphilog.com by mentioning position (Tele sales Executive – KHI) in the Subject line, latest by **30th November 2023**