

Enterprise Sales Director

Welcome to Floship, where we specialize in e-commerce fulfillment services tailored for business owners and brands with a global online reach. Our venture-backed company proudly stands among the top 100 Financial Times ranked Asia-Pacific High-Growth Companies, reflecting our commitment to excellence.

At Floship, we thrive on a dynamic start-up culture that fosters collaboration and innovation. Our aspiration is to collaborate with exceptional individuals who share our vision and passion for success.

Currently, we are looking for an Account Manager to join our Account Management department in order to foster strong client relationships, drive revenue growth, and ensure the successful delivery of our products/services.

Responsibilities:

- This profile will be based out of our Hong Kong office and will require you to travel to the office 5 days a week (Monday to Friday)
- Understanding Floship's sales funnels and becoming the first point of contact with enterprise customers.
- Identifying potential leads (create their own pipeline through the understanding of the market and the business, qualifying, pitching, and closing deals. The potential leads will cover the Global market
- Interacting with existing enterprise clients from the APAC region and identifying cross-selling opportunities.
- Work effectively in CRM - report progress, and provide insight on lead development.
- Generate customized quotes depending on the product / business.
- Achieve sales KPI (number of accounts signed and revenue actualization)
- This will be an individual contribution profile but will require team handling and development capabilities

Requirements:

- Previous experience working in e-commerce / logistics industry/ B2B software sales
- Ability to build strong relationships with C-Level executives and business owners.
- At least 5-6 years of sales experience, with a track record for closing deals.
- Previous start-up experience is preferred.
- Competency with Microsoft Excel, Pipedrive (CRM), LinkedIn Sales Navigator, and basic MS office tools for day to day activities
- Fluent speaking and writing in English language
- Quick learner, able to handle constant change and speed in a start-up environment.

At our company, we believe that a supportive and inclusive work environment coupled with remote work and flexible options can contribute to a fulfilling and balanced professional life. You'll have the chance to tackle exciting challenges, grow both personally and professionally, and engage with a diverse group of individuals from all around the world.

Join us at Floship, where your expertise and dedication will be instrumental in shaping the future of e-commerce fulfillment, and together, we'll achieve remarkable milestones!