**Sales Representative - Victoria**

CMA CGM is the world's third largest container shipping company with headquarters in Marseilles, France. The Group offers a complete range of activities including shipping, handling facilities in port as well as logistics on land. The Australian group consists of CMA CGM Australia, ANL Container Line Pty Ltd (a wholly owned subsidiary of CMA CGM group), APL (a wholly owned subsidiary of CMA CGM group) and a shared back office department CMA CGM Group Agencies Australia (CCGAA) with centralised offices in Melbourne and branch offices in all Australian states.

CMA CGM is growing and a fantastic opportunity has become available in the CMA CGM Sales and Marketing team in Melbourne. Reporting to the VIC Sales Manager, the Sales Representative will be responsible for the effective implementation of services offered to clients that will achieve predetermined targets and budgets for import and export Sales in relation to CMA CGM in VIC, and undertake a proactive role in the development of sales strategies specifically looking at bringing on new clients and increasing coverage within existing client base.

**To be successful in this role, you MUST have -**  
•    Australian citizenship or permanent residence  
•    Minimum 3-5 years' experience in the shipping industry  
•    Further education in Sales/Marketing  
•    Customer orientated approach and a strong sales technique  
•    Excellent communication skills - both written and verbal  
•    Previous sales experience with proven track record in setting and meeting budgets  
•    Ability to meet deadlines and priorities  
•    Ability to work on multiple tasks and in a pressurized environment  
•    Ability to work within team environment and take direction  
•    Ability to work autonomously and unsupervised

**If you are passionate about sales and providing great service to our customers, we would like to hear from you!**

Please apply to the position by clicking on the link below:

<https://career2.successfactors.eu/career?career_ns=job_listing&company=C0002716868P&navBarLevel=JOB_SEARCH&rcm_site_locale=en_GB&career_job_req_id=44730&selected_lang=en_GB&jobAlertController_jobAlertId=&jobAlertController_jobAlertName=&_s.crb=t%2bDvOZLQ38GHFkybr5nBGcZZ3A0%3d>

Applications for the role will close on 28th December 2018.