



Cross Sales & Marketing Executive

Are you very customer oriented? Then be sure to look further!

Who are we?

CMA CGM Belgium offers the opportunity to be part of one of the world leaders in shipping. We pursue maritime development, design logistics solutions. We act for a more respectful development of our planet and of every human being. In addition, we support all our employees and participate in the process of innovation and digitization. We are looking for creative, dynamic and daring individuals to help us develop innovative and high-quality transport solutions for our customers. We are aware of our role in sustainable development. We are committed to shaping the future in a responsible and sustainable way.

Mission:

Acts as an Expert on Non-Maritime products (e-commerce, VAS, CEVA) and ensures that all Sales are in full capability of selling these.

Ensures the cooperation between CEVA and CMA CGM is perfectly organised and collaboration goals are achieved. Creates and encourage a clear strategy to boost the CMA CGM+ and e-commerce products so budget and KPI's are reached. Internal (trainings/documentation/processes) and external (commercial calls/visits) promotion must contribute to better customer relationship and revenue increase.

In addition, works in close cooperation and as support for sales effectiveness manager and marketing department.

Jobdiscription Account?

Cross selling

- Coordinate cooperation with CEVA
- Internal promotion and target setting to Sales
- Lead creation and follow-up
- Performance reporting
- Create new cross sell initiatives
- Perform & maintain agency sales' segmentation

- Follow up of sales' performance & ensures accuracy of compensation

e-Commerce

- Internal promotion (training / information sharing)
- External promotion (customer targeting and promote products offers to customer)
- KPI follow-up & action plan to reach targets
- Customer support

CMA CGM +

- Knowhow of all the value added services
- Internal promotion (training / information sharing)
- External promotion (customer targeting, sales calls and promotion)
- KPI follow-up & action plan to reach targets
- Assist Sales to sell the products and coordinate processes

Marketing

- Collection of market data/intelligence (benchmark local charges)
- Product campaigns•Mailings (external + internal)
- CMA CGM Local Website
- Presentations (external + internal)
- Create overviews & perform analysis on Market, Trade and customers

Skills:

- Good communication skills
- Customer focused and result driven
- Team player
- Decision quality and problem-solving skills
- Strong negotiation skills, able to close sales
- Strong analytical skills
- Self-motivated and goal-oriented





Your profile

You hold a bachelor's or master's degree in logistics or economics/Portilog course. You have general knowledge of the maritime sector (Container logistics) is a requirement. You have an active knowledge of English. French is a surplus. You are administratively strong and accurate. You have a proactive attitude and can set the necessary priorities. Smooth communication with internal and external partners. You are result-oriented and customer-oriented in your approach. You show a strong team spirit

Our offer

You will end up in a dynamic environment where teamwork is a key word. An open and honest working atmosphere. At CMA CGM you enjoy an attractive salary and a nice number of fringe benefits, including meal vouchers, group and hospitalization insurance. At CMA CGM you can grow together with the company. That is why you can count on internal training to support your further career within CMA CGM Group.

We support sustainable ways to come to work.

- Located at Antwerp Luchtbal station/stop, we are easy accessible by public transport.
- The option of bicycle leasing and/or a bicycle allowance complete our mobility picture.

Please contact us: ant.hrm@cma-cgm.com – 03 221 24 21

INITIATIVE

Dare in order
to progress

BOLDNESS

Embark on new
ventures and go
beyond one's limits

IMAGINATION

Adapt to always be
the best

INTEGRITY

To maintain the
Group's status for
the long-term