

Sales & Business Development Executive (Chile)

We are looking for an ambitious and customer-focused Logistics Sales Executive to join our team and help drive growth across our logistics business.

If you are a driven sales professional with a passion for logistics and supply chain solutions, as well as proven experience selling transportation, freight forwarding, warehousing, or solutions, we welcome you to apply.

The ideal candidate will:

- Generate new business opportunities.
- Bring, build, and manage a portfolio of clients.
- Understand customer supply chain needs and offer tailored solutions.
- Deliver consistent revenue growth.

Key responsibilities and tasks

- Overall responsibility for commercial management with customers and internal stakeholders.
- Develop, review, and improve new and existing commercial processes and procedures.
- Utilize IT tools to improve efficiency.
- Maintain close cooperation with overseas offices and colleagues in the Chile office.
- Focus on continuously reducing Blue Water's environmental impact.
- Develop logistics solutions to enhance the customer experience when working with Blue Water, while simultaneously optimizing Blue Water's financial performance.
- Foster a positive team spirit.
- Ensure that Blue Water utilizes approved suppliers.
- Support the Operations team with implementation once business has been awarded.
- Report weekly on activities completed during the previous week and provide planning for the upcoming week/month.

Qualifications and competencies

- Bachelor's or Master's degree in a relevant field of study.
- More than 5 years of experience in logistics and/or commercial management.
- Comprehensive understanding of BWS values.
- Ability to communicate and manage in a respectful yet efficient manner.
- Proficiency in spoken and written English.
- Intermediate proficiency in IT tools, including Office 365.

Personal attributes

- Team player who actively contributes to the team to complete tasks, achieve goals, and manage projects.
- Honesty, integrity, and reliability.
- Ability to increase team morale and motivate others toward improved productivity.
- Highly developed delegation and empowerment skills.
- Demonstrated decision-making capabilities.
- Ability to represent the Company at all levels and build strong relationships with customers.
- Creativity and innovation.
- Commitment and passion.
- Exceptional verbal and written communication skills.
- Understanding of the importance of open communication, particularly when under pressure or when anticipating potential issues.
- Physically capable of domestic and international travel and safely accessing operational sites.

An exciting opportunity

This is a chance to work in a team of motivated and qualified specialists, in a company with a high focus on employees and a unique culture.

What we offer

- Competitive compensation package and commission plan.
- Dynamic and supportive work environment.
- Career growth options.
- Values-driven, international culture.

Ready to take the next step in your career? Apply now.

As we review applications, we plan to invite qualified candidates for interviews while the posting may still be active.

So if the position has piqued your interest, we recommend that you don't hesitate to send in your application.

For this role, visa sponsorship is not available.

What we do – Together we create solutions

Blue Water is a global provider of all logistics services in modern supply chain management. The company was founded in 1972 in Denmark, and today, Blue Water has over 2,700 employees at 80 offices worldwide. Every Blue Water office combines a strong global network with local expertise, and the company operates in various dedicated business segments.