



Camera di Commercio Italiana in Cina

中国意大利商会

China-Italy Chamber of Commerce

China-Italy Chamber of Commerce
Career Day 2020

Job Description

Position:

Job Description (100 words):

- Forming a customer base by scheduling, cold calling, traveling to and attempting customer appointments within your territory, issuing quotes, preparing bids and making formal presentations to prospective customers;
- Generate new sales leads using company provided resources as well as from your own development;
- Soliciting Savino Del Bene's services which include Ocean and Air Import, Ocean and Air Export, Distribution and Warehousing, LTL Transportation, Cargo Insurance and Customs Brokerage;
- Meeting yearly and monthly targets given by Sales Upper Management;
- Assisting the Accounts Receivable department with tracking payments from customer base in accordance with company guidelines.

Job location:

Type of job (full-time, part-time, internship):

Required experience:

Starting date:

Salary (if indicated):

Candidates' requirements (100 words)

- BA degree preferred;
- Sales and Customer Service skills;
- The ability to learn quickly and work efficiently ;
- Good organizational skills as this position requires working with multiple departments and following up with clients and prospects;
- High proficiency in Microsoft Office, including Word, Excel and PowerPoint.



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Company Information

Company Name: **Savino Del Bene (Shanghai) Co., Ltd.**

Company Description (100 words):

Savino Del Bene is a multinational company operating worldwide in international shipments and logistics support services. Established in Florence in the early twentieth century, over the decades the company has grown and specialized to reach its actual position as the largest Italian shipping company, in the top-20 at a worldwide level. With a network of more than 280 offices and over 4,400 employees across the five continents, the company manages air, sea, and land transport services through established relationships with the best carriers. When requested, it offers tailor-made logistics solutions for the shipment and distribution of any type of merchandise.