



## Royal Ocean Marine Enterprise Pte Ltd

No 7, Keppel Road,  
PSA Tanjong Pagar Complex,  
#03-05, Singapore 089053  
Tel: +65-6423-9539 /6223-2685

### Royal Ocean Marine Enterprise Pte Ltd

Royal Ocean Marine Enterprise Pte Ltd is a Marine, Shipping and Marketing Consultants with strong support from Middle East / Indonesia companies. Our core business is to market our marine / shipping services and products to the Shipping and Marine communities. We have now ventured into recruitment agencies specializing in job recruitment / job placement in the marine / shipping communities. Our clients including major shipping companies, agencies, shipbrokers, oil traders, offshore industries and oil refineries.

Our client, a Global Logistics Company is looking for

#### **Telesales Coordinator /Senior Coordinator**

- Deliver Financial Results in line with agreed Revenue & Margin Budgets and Targets
- Plan & Prioritize personal tele-sales activities and customer contact through phone in order to manage opportunities in the pipeline, close business, manage cost of sale and target list
- Undertake the sourcing & Targeting on qualified leads
- Support local marketing and campaigns, and integrate personal sales efforts with other organized marketing activities, eg: promotions, advertising and exhibitions.
- Respond to and follow up sales enquiries using appropriate methods.
- Explore all sales lead to determine potential of securing new or additional profitable business and if business warrants, to pass on to field sales for further development.
- Develop & Maintain existing and new customers through appropriate propositions, ethical sales method and relevant communication to optimize quality of service, business growth, and customer satisfaction
- Attend and present at external customer meetings and internal meeting as necessary in order to support business development.

Candidate please send in your resume with photo either in words or PDF format to [admin@royalocean.com.sg](mailto:admin@royalocean.com.sg) indicating the position applied or call 64239539 for more information.

For more marine job openings, kindly refer to our website at [www.royaloceanmarine.com](http://www.royaloceanmarine.com) .