

# Growth Manager

<b>Industry:</b>	Shipping/Logistics
<b>Functional Area:</b>	Sales and Marketing
<b>Total Position:</b>	1
<b>Job Type:</b>	Full Time/Permanent (First Shift Day)
<b>Job Location:</b>	Lahore
<b>Gender:</b>	Doesn't Matter
<b>Minimum Education</b>	Bachelor's Degree
<b>Career Level:</b>	Entry Level
<b>HR Desk Contact</b>	<a href="mailto:hr@orientcargo.com">hr@orientcargo.com</a> , <a href="mailto:jobs@orientcargo.com">jobs@orientcargo.com</a>

## Job Description

**About Us:** Orient Cargo is a global leader in logistics solutions, dedicated to delivering excellence in supply chain services worldwide. We are seeking an Growth Manager to lead B2B partnership initiatives, with a focus on online/virtual sales methods.

**Job Overview:** We are seeking an experienced Growth Manager to foster and oversee international B2B partnerships and brand development of the company. This role involves online/virtual sales through diverse marketing channels, making it a key aspect of the position, along side growth analytics, marketing and brand development responsibilities.

### Key Responsibilities:

- Partnership Development:** Identify and prioritize global B2B partners, executing strategic plans for expansion, emphasizing online/virtual sales.
- Partnership Management:** Cultivate long-term relationships with international B2B partners, engaging in online/virtual sales efforts.
- Sales Strategy:** Develop and implement sales strategies, with an online/virtual sales focus, to achieve revenue targets and objectives.
- Team Leadership:** Lead and support a team of professionals managing B2B partnerships, emphasizing online/virtual sales approaches.
- Brand Management:** Oversee the development and maintenance of the company's brand presence in international markets, ensuring consistency and alignment with corporate values.

6. **Digital Sales Channel Management:** Lead the management and optimization of digital sales channels, including email marketing and other digital platforms to drive partnership growth.

7. **Marketing Initiatives:** Lead and support marketing campaigns, leveraging online and offline strategies to promote partnership growth, aligning with brand guidelines.

8. **Analytics Leadership:** Utilize data analytics to evaluate partnership performance, track KPIs, and provide insights for continuous improvement.

**Qualifications:**

- Bachelor's degree in business administration, Sales, Marketing, or a related field
- Proven experience in international B2B sales and partnership management.
- Expertise in digital sales methods and tools.
- Excellent negotiation, interpersonal, and communication skills.
- Proficiency in CRM software and sales analytics.
- Willingness to travel internationally as needed.

**Note:** This is an onsite position that involves a significant emphasis on online/virtual sales through various marketing channels.