

## **Logistic Sales and Operations Agent**

**Base: Guam / Honolulu, HI**

We are looking a Logistic Sales and Operations Agent to help us implement and adapt our growth plan. Come join Asia Pacific Airlines- an all-freight, all-jet airline headquartered in Guam and a wholly owned subsidiary of Tan Holdings Corporation!

### **Job Summary:**

This role will include a variety of tasks including researching our competitors and local regulations, developing referral networks with local and international clients and other potential sources within the community, cold calling prospective leads, drafting customized letters to potential clients, systematically managing leads, setting appointments, meeting with prospective clients, closing sales, representing our company in a professional and collaborative manner in the community, and contributing to the strategic direction of the Company's business development.

### **Essential Responsibilities and Duties:**

- Maintains a thorough knowledge and understanding of freight movement through APA's flight routes.
- Comprehend APA's flight routes and operations
- Be proficient in cargo loading and handling to procedures to promote sales
- Flexible to work in multiple stations
- Be able to work weekends, holidays and various shifts
- Build trust within the community and with prospects via e-mail, over the phone, and in person to close sales
- Works with internal and external staff and vendors to continually improve processes, optimize service routes, and increase the effectiveness of operations;
- Monitors shipments to ensure they are routed effectively and efficiently;
- Negotiates rates with suppliers as agent for the Company in order to maximize profits;

### **Requirements & Qualifications:**

- At least one-year experience in Logistics
- At least one-year experience in Sales
- Valid Driver's License

**Benefits:** Full-Time, Medical & Dental Insurance, Vacation, Holiday Pay, 401K

Asia Pacific Airlines is an equal employment opportunity employer. Qualified applicants are considered without regard to race, color, religion, sex, national origin, age, disability or other characteristics protected by law.

Selected Applicants will be required to submit documentation that proves their identity and work eligibility in the U.S. (i.e. Employment Eligibility Verification Form, Form I-9).

**For More Information or to Apply (submit your cover letter, resume & transcript), contact:**  
[Careers@asiapacificairlines.com](mailto:Careers@asiapacificairlines.com)