

United States Postal Service

External Publication for Job Posting 84444136

If this job requires qualification on an examination, the number of applicants who will be invited to take or retake the examination may be limited.

Branch

Sales

Job Posting Period

02/27/2015 - 03/06/2015

Job Title

INTERNATIONAL SALES EXECUTIVE

Facility Location

7800 N STEMMONS FWY #800
DALLAS, TX 75333-5459

Position Information

TITLE: INTERNATIONAL SALES EXECUTIVE

GRADE: EAS - 23

FLSA DESIGNATION: Exempt

OCCUPATION CODE: 2370-0316

NON-SCHEDULED DAYS: Saturday/Sunday

HOURS: 08:00 A.M. to 05:00 P.M.

SALARY RANGE: 62,532.00 - 106,367.00 USD Annually

FINANCE NUMBER: 106437

BENEFIT INFORMATION: The salary will be based on previous experience, salary history, and current postal pay policies. We offer excellent benefits including health and life insurance, retirement plan, savings/investment plan with employer contribution, flexible spending, flextime scheduling of core work hours, annual and sick leave.

Background Check

The Inspection Service criminal background check is conducted using United States information resources only (e.g., FBI fingerprint check, state and county checks). A criminal background check involves a 10-year inquiry for any location where the individual has resided, worked or gone to school within the United States or its territories. As a result of this limitation, the criminal background checks of individuals who have not resided in the United States or its territories for the preceding 5-years may not be considered complete. The Inspection Service may be able to process inquiries for U.S. Citizens only, but only if their time spent out of the country was spent as: a trailing spouse or dependent of someone working for the U.S. government (military or civilian), a missionary, a student attending school in a foreign country, a Peace Corps participant, or as an employee of a U.S.-based employer/company. If the Inspection Service is unable to perform a complete background check because of residency outside the United States, such individuals will be ineligible for Postal employment.

Functional Purpose

Sells USPS international mailing and shipping products and services to business prospects customers within an assigned territory to achieve sales goals.

DUTIES AND RESPONSIBILITIES

1. Sells international services and products to achieve established revenue goals within an assigned geographical area by developing customized mailing plans for business customers.
2. Develops new, innovative, customized solutions and strategies to enhance revenue growth.
3. Provides international expertise and guidance to district champions and field sales representatives to support closing global sales.
4. Assists in the development of sales strategies to maximize international revenues and improve customer awareness and satisfaction of established and potential global customers.
5. Monitors the achievement of revenue and volume goals to monitor the existing customer base and grow revenue; recommends and implements changes to sales strategies as necessary.
6. Monitors marketplace conditions and adjusts strategies to drive revenue through appropriate use of business alliances; works closely with business partners to ensure end users a reliable and cost-effective delivery network.
7. Develops effective working relationships with business customers, business partners and organizational entities to ensure optimum coordination and maximize potential revenue opportunities.
8. Supports the distribution of international specific sales support and training materials to the field sales representatives. May conduct training and provide guidance to the field.
9. Participates in vendor shows, meetings and customer sales efforts for global products and solutions to support the field sales representatives in achieving international revenue.
10. Implements consistent customer solutions across global accounts and geographic territories, ensuring cross-functional requirements are communicated with international operations and other key stakeholders.
11. Records and maintains customer account information; monitors working suspects and prospects to document new business opportunities and uses the information to develop briefings.

SUPERVISION

Manager International Sales

The United States Postal Service has the following excellent and challenging employment opportunity for highly motivated and innovative individuals. Successful candidates must demonstrate through a combination of education, training, and experience the following requirements:

Requirements

1. Ability to communicate orally and in writing to provide technical guidance, negotiate business terms, develop sales promotional material, and make presentations to employees and managers.
2. Ability to establish and maintain effective relationships with internal and external major global customers, such as, integrators, couriers, business customers and vendors.
3. Demonstrated experience in consistently achieving international sales revenue objectives and business growth expectations in sales environment.
4. Ability to maintain a high level of business integrity in all job activities when working with internal and external customers.
5. Knowledge of account acquisition and sales practices sufficient to develop and implement sales strategies and tactics.
6. Ability to research and analyze competitive marketplace conditions and industry trends that impact potential national and international revenue account opportunities.

For information, please contact Cyril Johnson at Talent@usps.gov

This is a two-step application process requiring you to create a profile and submit an application for the position you are applying for.

You will receive two email confirmations:

1. An email confirming your profile is complete.
2. After submitting your application you will receive a second email confirming your application has been successfully submitted.

Qualified applicants must successfully pass a pre-employment drug screening to meet the U.S. Postal Service's requirement to be drug free. Applicants must also be a U.S. citizen or have permanent resident alien status.

IMPORTANT INFORMATION:

Applications must be submitted by 11:59 p.m., Central Time, of the posting's closing date. Applicants claiming veterans' preference must attach a copy of member copy 4 (only) of Certificate of Release or Discharge from Active Duty (DD Form 214) or other proof of eligibility if claiming 10-point veterans' preference. The United States Postal Service (USPS) is an equal opportunity employer. The USPS provides reasonable accommodation for any part of the application, interview, and/or selection process, please make your request to the examiner, selecting official or local manager of Human Resources. This request can also be made by someone on your behalf. Explain the nature of your limitations and the accommodation needed. The decision on granting reasonable accommodation will be on a case-by-case basis.

The Fair Chance to Compete for Jobs Act of 2019 (Fair Chance Act) prohibits the Postal Service from inquiring into the criminal history of applicants before a conditional offer of employment has been made and sets out penalties for individual employees who violate the law. An applicant who feels their rights under this federal law have been violated has 30 days from the date of the alleged violation to file a complaint with the Postal Service at FairChanceActSupport@usps.gov. Further information can be found at www.usps.com.

SPECIAL NOTE: Current career Postal Service employees are ineligible to apply to this posting.