



AXIVAS



**MAKE YOUR DAY
A SALES DAY
JOIN THE TEAM**

SALES REPRESENTATIVE B2B (m/f) LOGISTICS

YOUR SCOPE OF DUTIES

EXISTING CUSTOMER MANAGEMENT

- ▶ Development of your own exclusively assigned to you existing customers
- ▶ Responding to customer-specific enquiries per email and/or telephone
- ▶ Determination of prices for shipments (email)
- ▶ Calculation, sending and following up of offers
- ▶ Outbound calls providing existing customer care and support
- ▶ Working cooperation with the sales force (Account Executive)
- ▶ Complaints processing

IDENTIFICATION OF POTENTIAL NEW CUSTOMERS

- ▶ Reactivation of inactive, existing customers
- ▶ Gathering of sales potential in your sales region
- ▶ Telephonic and written contact to potential new customers in your sales region

YOUR QUALIFICATIONS

- ▶ A completed vocational education
- ▶ Desirable: first practical experiences in sales and marketing and interest in the transport and logistic industry
- ▶ Very good English language skills
- ▶ You stand out through your affinity for sales and marketing
- ▶ You enjoy customer contact and sales and marketing
- ▶ Target orientated thinking and acting, customer orientation and organizational skills rank among your strong points

OUR OFFER

The Axivas Group is an international operating and fast-growing company and stands for competent business customer service in sales, service and support with four national and six international locations.

It requires a lot of tact and experience to establish business contacts, to develop effective sales concepts and marketing strategies to pave the way to success. Companies such as SAP, IBM, Microsoft, ABB place their trust in Axivas.

In addition to attractive working conditions and a state of the art infrastructure, we offer you the opportunity to continuous advancement in a dynamic and innovative company.

A positive working environment with a strong spirit, great colleagues, flat hierarchies and short decision-making routes.

After the initial on the job training phase and continuous trainings, you will have the opportunity to take on a versatile and responsible job position.

If we have awakened your interest and you are open to new professional challenges, we would be delighted to receive an informative application from you.