



# AXIVAS



## MAKE YOUR DAY A SALES DAY JOIN THE TEAM

### SALES PROFESSIONAL B2B (m/w) NATIVE SPEAKER SWEDISH

#### YOUR TASKS

- ▶ Alongside new customer acquisition you are responsible for field service scheduling of transport and logistic services to business customers
- ▶ Handling of customer requests in Swedish
- ▶ Establishing of new and maintain existing customer relations through outbound campaigns
- ▶ Business potential acquisition in the sales area
- ▶ Collaboration with the field service (Account Executive)
- ▶ Pricing identification for shipments and proposals (eMail)
- ▶ Input of customer information into the database
- ▶ Consulting about online solutions and providing information about services
- ▶ Offering a tailored shipment solution to the customer
- ▶ Processing of complains

#### YOUR QUALIFICATIONS

- ▶ A successfully completed vocational training, preferably with first practical experience in sales
- ▶ You are interested in the transport & logistic industry business sector
- ▶ Pronounced affinity for sales and marketing
- ▶ A target orientated method of thinking and handling, customer orientation and organisation skills
- ▶ Excellent verbal and written communication skills in Swedish (on a native level)
- ▶ Very good English and/or German knowledges

#### 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 team 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.

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