

Make your day a sales day

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.



Axivas employs over 600 employees world wide and continues to expand. With immediate effect, for our office in Berlin we are looking for several

Sales Professional B2B (m/f) - Denmark

Our offer:

- ▶ You will find a dynamic, international company with a high standard quality service portfolio
- ▶ After the familiarization phase and continuous trainings you will have the opportunity to take on a versatile and responsible job
- ▶ A positive working environment with a strong team spirit and flat hierarchies

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 Danish
- ▶ 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/AE)
- ▶ 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 Danish (on a native level)
- ▶ Very good English and/or German knowledges

If we have captured your interest, please send your complete application documents including your salary expectations and earliest possible starting date, preferably per E-Mail, to: bewerbung@axivas.com.

We look forward to meeting you!