

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

SALES REPRESENTATIVE (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

We are looking for people who enjoy communication.

3wPhone is a medium-sized company based in Halle (Saale). Since 2000, IT and technology companies in the business customer sector have placed their trust in the professional sales support and customer service provided by our employees.

Are you looking for a new challenge in a growing and innovative company? Then we are the right people for you!

What we have to offer:

Challenging, versatile and responsible tasks with plenty of creative freedom and excellent development opportunities.

A positive working environment with a strong sense of team spirit, great colleagues, flat hierarchies and short decision paths.

A workplace in the heart of Halle with shift-free working hours.

If we have awakened your interest please send your application documents stating your salary expectations and your earliest possible starting date: