



EN

**Job title:** Head of Sales  
**Date:** 10/24/2019

**Job description:** In the position of HEAD OF SALES you are leading a team of 15-20 employees, Sales & Key Account Managers as well as a back office team. You are involved in designing of sales goals and are responsible to achieve them. You are excited by building and maintaining strong relationships with our key customers and supporting the team during the acquisition process. Finally, you are working closely with the management to develop a strong Sales team in line with our corporate strategy.

**Your strengths and qualifications:**

**YOUR STRENGTHS**

- You possess exceptional communication skills and strong operational readiness .
- You have at least 3 years of working experience as a successful Sales or Key Account Manager within an international environment.
- You can prove your strong leadership skills and implementation competence .
- You have logistics knowledge (not necessarily for a forwarding company).

**YOUR QUALIFICATIONS**

- You are fluent in business English and you speak 2 other languages.
- You have a strong business-management knowledge.
- You possess basics in the contract law .
- You have a car driving license.

**Our offer:**

We offer an attractive salary, extended practice-oriented training in an international field that lasts several months, and an informal, multinational atmosphere to work in. For the position as a Head of Sales in full-time we offer a minimum gross salary of € 1.543,55 per month. Overpayment is possible depending on qualifications and work experience.

**All this sounds like an exciting challenge for you? Then send us your CV [online](#) or via email to [jobs@transped.at](mailto:jobs@transped.at)!**

**We are looking forward to receiving your application!**

P.S.: Did you know that we are one of [Austria's Top Employers 2018](#)?

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