



EN

Job title: Business Development Manager (m/f/d) Germany and Austria - Hybrid

Job description: In the position as a Business Development Manager for GER/AT you will be responsible for the support of existing customers as well as for the acquisition of new customers. You will analyse and monitor your target market and you will work directly on new strategies to develop our market position. Within your target market, you will expand your sales area by applying diverse sales activities. Furthermore, you will negotiate prices and conditions and close logistic contracts with our business partners. Finally, you take care that your customers are satisfied and extend your co-operation further.

Your strengths and qualifications:

YOUR STRENGTHS

- You are an open, communicative personality and you have good negotiation skills.
- You like to stay in contact with customers and like to travel to meet them personally .
- You are self-motivated, flexible and you like to work self-directed and independently.
- You have an entrepreneurial attitude and you like to work success-oriented.
- You like to be part of a young, dynamic, multicultural team.

YOUR QUALIFICATIONS

- Your mother tongue is German and you are fluent in English .
- You have a talent in sales and you already have work experience in the fields of Customer Service , Sales or similar.
- Solid professional experience in the logistics industry.
- You have a car driving license .

Our offer:

If your profile meets the requirements of the advertised position, there is the possibility of an annual salary of up to € 60,000 gross (based on full-time employment). Part of this remuneration is a bonus and an attractive benefits package. The actual gross salary depends on education, relevant work experience and qualifications.

The training period takes place side-by-side with your colleagues at headquarters. Afterwards, you will be present in Wörgl once a month for team meetings, among other things.

WE OFFER

- Flexible working hours & hybrid work model

Security

- A secure job with a familiar corporate culture in a stable, future-oriented industry

Career & Perspective

- A practical training lasting several months in an international environment
- Career opportunities - We do not hire new managers, but rather train them in the company

Social benefits

- Free parking in the car park next to the office building
- A free transped shuttle from / to Wörgl train station or from / to Innsbruck, adapted to working hours
- Discounted refueling at the in-house petrol station (diesel)
- Meal-voucher
- Health offers: company doctor and various vaccination offers as well as team sports with colleagues
- In addition, cool events and common leisure activities
- We are happy to offer assistance in finding accommodation

Contact person:

HR

Transped Europe GmbHGerbepark 1A-6300 Wörgl**tel** +43 5332 210-321**mail** jobs@transped.at

All this sounds like an exciting challenge for you? Then send us your CV [online](#).

We are looking forward to receiving your application !

Apply online now:

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