

EN

Job title: Sales Manager (m/f/d) for Germany**Job description:** We are a fast growing family business and specialist in pan-European transportation with focus on Intermodal and FTL. For our international & dynamic team with more than 100 qualified employees we are continuously looking for motivated colleagues who share our passion for logistics, sustainability, customer orientation as well as teamwork.

To expand our sales structure for the region Germany, we are immediately looking for strong and winning personalities with positive energy, willingness to perform and entrepreneurial spirit.

YOUR TASK:

As Sales Manager, you are the first point of contact for our new as well as existing customers and responsible for their consulting and support including ongoing business expansion. Your tasks include:

- Acquisition of new customers
- Further development and expansion of existing customers
- Development of customised solutions & customer projects relating to logistics
- Acquisition of additional business with existing customers
- Close coordination with the operational areas and tender management team
- Regional and international travel and regular on-site networking with customers (willingness to travel)

Your strengths and qualifications:**YOUR STRENGTHS**

- You have strong acquisition skills, are an enthusiastic networker and have a good feel for new business areas and market trends
- You are an open, communicative personality with negotiating skills and a strong focus on results
- You like being in contact with customers and enjoy travelling to visit them in person
- You are committed, flexible and carry out your tasks proactively and independently
- You enjoy working with people and making your contribution to finding the best solutions for our customers and partners every day
- As a reliable team player, you make a significant contribution to the success of the sales team

YOUR QUALIFICATIONS

- You have relevant sales experience in transport logistics
- You are business fluent in written and spoken German and English, a third European language is advantageous
- You have excellent MS Office skills
- You have analytical thinking, an affinity for numbers and an understanding of key figures
- You have a driver's license for a car

Our offer:

The minimum salary for this position is € 50,000 gross/year including a performance-based bonus. Depending on qualifications and professional experience, we offer an overpayment in line with the market.

WE OFFER**Security**

- We offer you a secure and permanent job in a family corporate culture, in a dynamic and future-oriented industry.
- You can expect a young, motivated team with qualified colleagues who will inspire, challenge and support you.
- The multicultural atmosphere and short decision-making processes allow every employee to give their best and make a big difference.
- Our location in Wörgl fulfills all wishes of nature, sports and culture enthusiasts.

Social Benefits

- Flexible working hours
- Free parking in the parking garage directly at the office building
- A free Transped shuttle from/to Wörgl train station or from/to Innsbruck, adjusted to working hours
- Discounted refueling at the in-house filling station (diesel)
- Meal vouchers
- Health offers: Company doctor and various vaccination offers as well as team sports with colleagues.
- In addition, cool events and joint leisure activities
- We are happy to offer support in finding accommodation

Contact person:**HR**

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

We are looking forward to receiving your application!

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