

Sales Manager (m/f/d) Forwarding Industry

Budapest

Our client is a Japanese logistics company, that is active in various areas.

The company is currently looking for a Forwarding Sales Manager at their German office, who will take on the challenge to work in their Hungarian Office in Budapest for ca. 1 year and then return to Germany to continue his work in Germany.

The possibility to work in Hungary long-term is given, if wished for.

Your tasks

General field sales work which involves engaging with customers both face-to-face and remotely in order to further build up relationships with existing customers as well as solving possible problems of these. Key responsibilities include:

- Direct and indirect selling to end consumers and business purchasers through various sales channels
- Assessing customer needs and recommending suitable products, services, and solutions
- Developing and delivering compelling sales bids, presentations, proposals, and product demonstrations
- Identifying and reaching out to prospective customers, building strong relationships to generate future sales and ensure repeat business

Your profile

- Experience in working in the forwarder industry in general, especially for a logistics provider
- Sales experience preferable, but not mandatory
- Ability to work both independently and in an international team and good communication skills
- Proactive and reliable working style as well as a sense of responsibility

Language skills:

- Japanese & Englisch: Business level
- Hungarian: Welcome, but not mandatory

Benefits

- A permanent position in an international company with a wide range of tasks
- This role offers attractive compensation based on the achievement of sales targets, making it a highly rewarding career path for driven individuals
- The working contract will be made with the German location
- Start: Negotiable

Contact

If you have any questions regarding this position, please contact Katrin von Bock under +49 211-749 686-31.

We look forward to receiving your application!

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