

QUICK. SIMPLE. RELIABLE.



Logistic Specialist

We are looking for a sales star to join our team.

Past sales experience will definitely make your induction easier. However, we value the most those people who are ambitious, open-minded, competitive, self-motivated and driven by the big numbers and success.

Your main responsibility will be to turn people's interest in shipping services into customers. On a daily basis, you will receive leads – possible prospective customers – and you will need to make them price offer and put into practice your negotiation skills in order to convince them to accept it. Besides this, you will also be responsible for discovering new markets, sales channels and any other opportunity that might help you grow with the company. Are you up for a challenge?

Responsibilities

- Be the first point of contact with customer to guide them through their purchase experience
- Be in charge of new leads
- Try to meet customer's requests and manage client expectations properly
- You will be able to track your sales numbers every day, so you can have a proper picture about the results of your work
- Take ownership of personal actions and outcomes
- Work closely with clients and build up long-term relationships
- Proactively seek opportunities to increase your knowledge, skills and abilities

Requirements

- You are confident, open-minded and target-driven
- You are ambitious, passionate for personal growth and continuous education
- You are fluent in English, both oral and written
- You are proactive and open to communicate with the team about new ideas and the optimization of processes

Compensation and benefits

- Competitive salary with stimulating bonuses
- You will work side by side with colleagues from different corners of the world
- Every now and then we spend our time off together team building and doing other activities, like "Friday croissant"
- You will work in a very creative environment

Send your CV and motivation letter in English to tadej.francelj@eurosender.com. Deadline 4 January.