



SALES MANAGER

for our office in Melbourne, Victoria

DUTIES:

- Generate new business to achieve both individual and team sales targets
- Building strong rapport and relationship to maximize customers' satisfaction
- Close collaboration across our network and with Australian management team
- You target market opportunities to align with sales strategy and apply your solution-oriented mind set
- You work closely with operational experts and develop innovative value added solutions for customers



PROFILE:

- Minimum 5 years sales experience in the industry and familiar with air and sea forwarding business
- Proven track record of identifying and securing new business
- Excellent presentation skills and outgoing personality
- Strong negotiation skills and solution-oriented mind set
- Sound knowledge of the European, American & Asian markets selling into Oceania

OFFER:

- Opportunities for personal and career development in a growing international company with long business history
- Wide range of trainings (job specific and soft skills)
- Opportunity to be actively involved in development of the branch and service portfolio based on customers' needs
- Autonomous and independent work environment
- Attractive remuneration package depends on applicants qualifications and experience
- Commission structure

* We live diversity and encourage collaboration between different genders, both young and old, different ethnic/religious groups and people with special needs.

With a history of over 550 years, Gebrüder Weiss is the oldest logistics company in the world - and one of the most successful. The foundation of this success? Our employees. Because we give them the freedom to find new approaches and play an active part in shaping the future - at more than 150 locations worldwide. Excellent career prospects for all people who love mobility.

WE LOOK FORWARD TO RECEIVING YOUR APPLICATION!

gw-world.com/greatjobs, your contact at Gebrüder Weiss:
jobsaustralia@gw-world.com

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Transport and Logistics