



**MORE THAN AN EPISODE.**

# Great Jobs

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## **Business Development Manager Air & Sea**

**for Istanbul Branch / Eyup AND for Izmir Branch / Alsancak**

### **DUTIES:**

- You are actively involved in acquisition of new customers and structured development of new market opportunities inline with GW's sales strategy.
- You conduct regular customer visits and relationship management
- You identify customers' needs by providing professional advice and ensure sustainable business growth.
- You closely cooperate with operational departments and report directly to A&S Branch Manager

### **OFFER:**

- Development opportunities in an international company
- Wider range of trainings (job specific and soft skills)
- Remuneration package depends on candidate's qualification and work experience
- PLEASE SEND YOUR APPLICATION IN ENGLISH TO [gw.istanbul@gw-world.com](mailto:gw.istanbul@gw-world.com)

### **PROFILE:**

- Profound experience in sales, preferably in international company
- Excellent communication and presentation skills in English
- Outgoing personality and solution-oriented mind set
- Strong negotiation skills and readiness to travel
- You have customer care experience, ideally in the field of freight forwarding and logistics

\* 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!**

your contact at Gebrüder Weiss: [gw.istanbul@gw-world.com](mailto:gw.istanbul@gw-world.com)

**Gebrüder Weiss**   
Transport and Logistics