



Our client is an independent provider of visibility services. The technology integrates transport management systems, truck telematics, mapping data, and predictive analytics. We are looking for a “hungry” solution selling professional to join the sales team. You will go all the way from identifying new markets & customer segments, to defining how to best approach them, to executing parts of it yourself. You will be working very closely with the founding team as well as the head of sales and will play a key role in pushing our aggressive growth targets.

## **Sales Manager DACH (m/f/d) (Home Office)**

### **Responsibilities:**

- ✓ Own and hit/exceed annual sales targets within assigned territory and accounts
- ✓ Develop and execute strategic plan to achieve sales targets and expand the customer base
- ✓ Build and maintain strong, long-lasting customer relationships
- ✓ Partner with customers to understand their business needs and objectives
- ✓ Effectively communicate the value proposition through proposals and presentations
- ✓ Understand category-specific landscapes and trends
- ✓ Willingness to travel

### **Skills and qualifications:**

- ✓ Sales executive experience of minimum 5 years in logistics solutions
- ✓ Previous experience as a sales executive, sales manager or sales director
- ✓ Ability to communicate, present and influence all levels of the organization
- ✓ Ability to drive the sales process from plan to close
- ✓ Ability to articulate the distinct aspects of products and services
- ✓ Ability to position products in a competitive market

### **Bonus points for**

- ✓ Experience in supply-chain or logistics, ideally working with shippers (producers and/or 3PL)
- ✓ Experience in technology/software environment, with interest and ability to grasp basic technical concepts
- ✓ Experience in value selling

Interested candidates send their English application documents via email to [bewerbung\(at\)logistik-consultants.de](mailto:bewerbung(at)logistik-consultants.de). For questions you can call Mr. Klaus Kothmann via +49 201 8945 364.