



Our client is a Global Logistics Company and offers integrated and sustainable solutions throughout the entire supply chain. With a turnover of more than one billion € and more than 3.000 employees they offer solutions on a global scale. To support growth they are looking for a

Sales Manager (m/f/d) - FTL

Remote – NRW

Your tasks:

- ✓ Representing the company effectively with comprehensive knowledge of our offerings
- ✓ Achieving business objectives by defining action plans based on analysis of performance data
- ✓ Scouting new businesses opportunities and developing the existing ones
- ✓ Diversifying our business and customer portfolio

Your profile:

- ✓ You know Sales Methodologies (eg. SPIN, MEDDIC, Value Selling)
- ✓ You are a master with CRM (Dynamics is a plus)
- ✓ You have the Net New attitude
- ✓ You speak English very fluent (additional language is a plus)
- ✓ Experience in logistic is a plus but not mandatory
- ✓ Knowledge of Vertical/Industries (eg. tissue/paper, steel, packaging, FMCG, White goods, building material, row material) is a plus but not mandatory

Baykolog GmbH | logistik-consultants.de is a leading company in the area of executive search in and around logistics and supply chain. Our expertise, combined with a fantastic network and relevant experience of our staff and partners enable us to get the right candidates into the companies we are working for. For questions you can call Mr. Klaus Kothmann via +49 201 8945 364.