



PR/117687 | Sales representative

Job Information

Recruiter

JAC Recruitment UK

Job ID

1510376

Industry

Logistics, Storage

Job Type

Permanent Full-time

Location

Italy

Salary

Negotiable, based on experience

Refreshed

December 11th, 2024 18:41

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Company: Logistics & Transport Company

Position: Sales Representative

Salary: EURO 45,000 (Including bonus)

Location: Milan (Office base)

Hours: Mon to Fri / 8:45 to 17:30 (Lunch time 45minutes)

Pay holiday (One year) : 22 days of holidays + 88 hours (=11 days) of permission hours + 32 hours (=4 days) former National holidays.

Duties and responsibilities:

- Represent the company's products and services, using consumer research as well as deep and comprehensive knowledge

of how our solutions meet the needs of customers

- Constantly cooperate with Branch Manager and operational staff in order to be updated regarding branch's situation
- Provide excellent customer service, by building and maintaining relationships with customers- Identify prospects- Set appointments to visit existing and potential customers
- Develop and implement territory action plan using comprehensive data analysis, and adjust sales techniques
- Make effective qualifying sales calls- Manage sales cycle to close new business
- Prepare concise and accurate reports, sales materials, proposals, presentations, booking packages, and other required documentation
- Update customers on new services and/or promotions
- Analyze branch's numbers in order to understand actual market and opportunities
- Have frequent communication with customers trying to understand their issues
- Propose to customers solutions to their problems- Coordinate with other sales representatives to ensure that quotas are being met and company standards are being upheld
- Achieve sales goals: weekly, monthly, and annual sales quotas by successfully implementing sales and marketing strategies and tactics

Personality & Skills:

- Open minded, confident, loyal, hard-working, passionate,-Person who wants to continually learn and improve.
 - Excellent communication, problem-solving and good organizational skills.
 - Use of Windows Office (Outlook, Excel and PowerPoint)
 - Good knowledge of English, both written and spoken
- Business level of Italian language skills is mandatory

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*Candidate must have right to work in Italy.

Company Description