



PR/117687 | Sales representative

#### 募集職種

##### 人材紹介会社

ジェイエイシーリクルートメントイギリス

##### 求人ID

1504153

##### 業種

物流・倉庫

##### 雇用形態

正社員

##### 勤務地

イタリア

##### 給与

経験考慮の上、応相談

##### 更新日

2024年11月19日 10:40

#### 応募必要条件

##### 職務経験

3年以上

##### キャリアレベル

中途経験者レベル

##### 英語レベル

ビジネス会話レベル

##### 日本語レベル

ビジネス会話レベル

##### 最終学歴

短大卒：準学士号

##### 現在のビザ

日本での就労許可は必要ありません

#### 募集要項

**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

#LI-JACUK  
#citymilan

\*Candidate must have right to work in Italy.

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会社説明