

# Sales manager



Our company has been on the market for more than 20 years. We deal with processing customs documents in 7 Czech and 11 foreign branches including Bucharest, Szczecin and Manchester, so we aren't a small company any more. We've been on the Polish market since 2013 and our infrastructure here consists of 4 branches – Warsaw, Szczecin, Przemyśl and Korczowa. Our clients are companies of various types which we represent in customs proceedings. Currently, we're looking for somebody to work as a Sales manager who will help us take advantage of the business opportunities in the region.

## Job description:

- Market monitoring, searching for new business opportunities. Presentation of the company and its services to clients;
- Preparation of an offer of services, service pricing;
- Determining the extent of cooperation, involvement of competent people of the branch which a given client will use;
- Cooperation with other units/departments of the organization while making the best use of business opportunities across branches;
- Communication with clients and processing their subsequent requests;
- Monitoring client's satisfaction with the current cooperation, dealing with requests in cooperation with a particular branch;
- Reporting results to company management.

## We expect:

- At least 3 years of B2B sales experience;
- Experience in dealing with global clients in the field of logistics and customs services would be an advantage;
- Communicative level of English;
- Driving licence – Category "B";
- Independence, reliability, responsibility;
- Niceness, communication and negotiation skills.

## We offer:

- Motivational salary + remuneration system based on results;
- Professional trainings;
- Loyalty program;
- Medical care;
- Company phone, laptop and car;
- Working from home or the possibility of using our branches - Warsaw, Szczecin, Przemyśl, Korczowa;
- Other benefits.

If you are interested, please send your CV to the email below. We will be pleased to give you more information during our in-person meeting.



Celní Jednatelství  
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