



Part of the A.P. Moller-Maersk Group

Global logistics. Individual solutions.

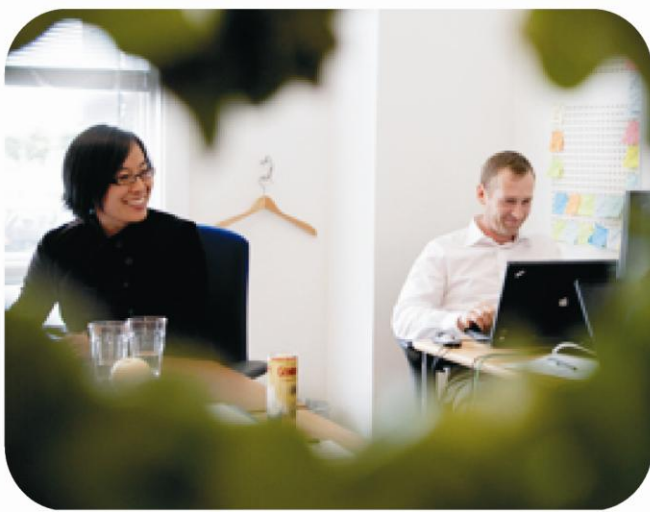
Dołącz do Nas, jako **Sales Executive** Ref. no SAL/WRC/07/2011 (Wrocław)



Damco (Part of the A.P. Moller – Maersk Group) is one of the world's leading providers of freight forwarding and supply chain management services. For over 20 years, we have been providing our customers with transportation and logistics solutions that support the way they want to do business, wherever they are in the world.

Our hands-on services and strategic solutions are extensive and customized to meet our customers' every need. So whether it's a competitive rate for an urgent shipment or a strategic partner who can identify and create short-term efficiencies and build up long-term competitiveness, we are ready to help.

We are ready to help



RESPONSIBILITIES:

- conduct direct acquisition sales activities.
- prepare and submit comprehensive quotes to customers, identify actual transport requirements of potential customers
- follow up pending business regularly with strong and constant aim to close it
- hand over new customers to customer service desk per agreed procedure
- penetrate the market, monitor market changes

REQUIREMENTS:

- educational background: transport/logistics/economics and/or relevant job experience
- self-reliance, self-motivation, drive and goal-orientation
- familiarity with sales and presentation techniques
- excellent communication skills, pro-active and diplomatic attitude to customers
- proficiency in Polish and English
- sound knowledge of the Polish forwarding market
- driver's license, computer literacy

WE OFFER:

- Adequate trainings and modern work tools
- Good working conditions and very pleasant work atmosphere
- Interesting job and new career opportunities

While sending your application, please put in title Ref. No. hrjobpoland@damco.com

We will contact only selected candidates. All applications must contain the below clause. "Wyrażam zgodę na przetwarzanie moich danych osobowych dla potrzeb niezbędnych dla realizacji procesu rekrutacji zgodnie z Ustawą z dn. 29.08.97 r. o Ochronie Danych Osobowych Dz. Ust. Nr 133 poz. 883".