


Sales Representative

 Trieste, Via degli Alti Forni snc.

 HHLA PLT Italy S.r.l.

 Sales



Purpose of the job

The Sales Representative works in the Commercial and Sales team and reports to the Sales Specialist. The Sales Representative assists Commercial and Sales Team in sales and marketing activities. The Sales Representative is above all responsible for maintaining solid and positive customer relations.

Responsibilities:

- Support the creation of commercial proposals, offers and documentation
- Support the customer during negotiation and post sales activities
- Support the communication between customers and operation team where required
- Collect, consolidate, and archive relevant data for reporting
- Monitoring, tracking, and follow up of commercial activities
- Support in market research (opportunities and competitor analysis)
- Support the coordination and preparation of commercial material/presentations for meetings
- Support and implement the customer relationship management
- Organize visits to exhibitions, clients and promotional events
- Support in marketing and communication activities
- Support the department and business unit where required
- Ensure proper flow of communication to Customer Care and Operation teams

Requirements:

- Degree in Law/Business/Languages or related
- Experience at least 2+ year in Customer Service or Commercial positions (preferably with experience in shipping/freight forwarding/logistics companies)
- Good Italian and English (Turkish is a plus) both written and spoken
- Good skill of using Microsoft Office (Excel, Word, PowerPoint) and Microsoft Outlook
- Ability to write Customer related information and correspondence
- Basic understanding of finance
- Able to multi-task and perform under pressure
- Professional at all times with a social nature
- Self-starter that can deliver results with minimal guidance
- Ability to network both within the Group and with external stakeholders

– Good communicator

HHLA PLT Italy is part of HHLA Group, with over 6.400 employees worldwide. Success means different things to different people. Therefore, we try to make it possible for each employee working for us to be successful in their own way and develop professionally in accordance with our corporate goals.

Does this spark your interest? Then apply for a job with us!

If you would like to shape the future of HHLA PLT Italy together with us, we look forward to receiving your application - preferably online using our application form.

Apply

