

Inside Sales Executive

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Company: Schenker Ltd.

Location: United Kingdom

Category: other-general

Stellenbeschreibung

Join our team as an InsideSales Executive!

Are you a driven salesprofessional eager to make a significant impact in the logistics industry? Weare seeking a dynamic Inside Sales Executive to join our team, specializing inland freight solutions. As an integral member of our sales force, you will beresponsible for sourcing, developing, and securing new land freightopportunities within your designated region. Your primary goal will be toidentify, cultivate, and deliver new business within our land product line,exceeding predefined targets along the way. If you thrive in a fast-pacedenvironment and possess a passion for driving growth, we invite you to applyand embark on an exciting journey with us.

Location :Manchester, UK (office based)

Hours : 8:30– 17:00

What will you be doing?

You will play a crucial rolein both acquiring new clients and nurturing existing relationships. With afocus on growth, this position targets significant expansion in our businessacquisitions while maintaining a strong client portfolio through regularvisits. Your main responsibilities will include:

Delivering targeted gross margin on new Landbusiness sales.

Closing a minimum target of new customershipments monthly.

Generating and maintaining a healthy pipeline of opportunities.

Achieving a minimum number of weekly contacts.

Utilizing various methods to identify potential customers, including cold calling and email marketing.

Providing detailed feedback on competitor news and developments.

Engaging in regular dialogue with internal stakeholders, including the Head of Land Sales and Business Managers.

Ensuring adherence to DB Schenker processes and comprehensive understanding of the LAND product offering.

Collaborating with cross-functional teams and other branches to enhance the customer experience.

Developing strong business relationships and acting as a trusted advisor to clients, offering solutions that exceed expectations.

About You

Strong understanding of British and European Land Freight industry.

Collaborative team player focused on delivering top-notch customer service.

Commercially savvy with a knack for managing margins and driving profitability.

Balanced approach between persistence and customer-centric sales.

Excellent written and verbal communication skills.

Self-motivated individual capable of working independently.

Creative problem solver adept at finding commercially viable solutions for client challenges.

What We Offer

When you join our team, you can expect:

Full training and continuous professional development to ensure compliance with regulatory requirements.

Enjoy the benefits of a pension scheme with up to 6% matched employer contributions.

20 days of holiday (increasing by 1 day per year up to a maximum of 25 days) plus a day off for your birthday.

Explore various career paths and take advantage of development opportunities within our organisation.

Next Steps

At DB Schenker, we celebrate and value our diverse workforce. We are committed to further enhancing diversity and welcoming applicants of all genders, ages, abilities, nationalities, religions, and sexual orientations.

Please be aware that candidates will be subject to necessary right-to-work checks for the UK, a 5-year referencing process and a criminal records check.

Deine Bewerbung

Jetzt ganz einfach online den Bewerbungsprozess starten.

Standorte

An diesen Standorten findest du die angebotenen Stellen.

Daten werden geladen ...

Einen Augenblick bitte ...

Es dauert dir zu lange?

Verkürze die Ladezeit, indem du Suchbegriffe oder Filter hinzufügst.

Tut uns leid. Die Datenmenge ist zu groß.

Grenze Deine Suche ein und beschleunige die Ladezeit.

Über uns

At DB Schenker, you are part of a global logistics network that connects the world. A network that allows you to shape your career by encouraging you to contribute and truly make a difference. With more than 76,000 colleagues worldwide, we welcome diversity and thrive on individual backgrounds, perspectives and skills. Together as one team, we are Here to move.

Bewerben ganz einfach

Profil erstellen

Angaben machen und jobspezifische Fragen beantworten

Lebenslauf und Anhänge hochladen

Daten prüfen und Bewerbung absenden

Hinweise

To be considered for this position you must have valid rights to work and live in the UK.

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