



## Vacancy summary

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# Sales Representative/Broker within Logistics needed

GE01431593

N. KHOSHARAULI STREET 3, Didube

**Education :** Without high

**Experience :** 1 year - 3 years

**Industry :** Commercial / Sales

**Position :** Logistics / Supply / Purchase

**Mobility :** Regional

**Contract :** Long term

**Availability :** Full Time

### Languages

English : Fluent

**Salary :** 1 800GEL

## Vacancy details

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Transportdeal.com is a Swedish logistics company that offers complete logistical services globally. Our gathered freight volume with our network of agents and 20+ years of experience gives us very attractive freight deals and allows us to offer the same or better logistic services for a lower price to our customers. Many of our customers save 1000 – 2000+ USD per sea shipment (container) and 5000 -10 000 + USD per airfreight (large shipments). We are based in Stockholm, Sweden and Tbilisi, Georgia.

Sales Representative /Brokers duties and responsibilities include:

- Prospecting by email and phone
- Selling logistics products and services using solid arguments to prospective customers and by performing cost-

benefit analyses.

- Maintaining positive business relationships to ensure future sales.
- Request prices from our agents
- Present a professional offer to prospects and existing customers.

#### Job brief

We are looking for a results-driven Sales Representative with excellent interpersonal skills to actively seek out and engage customer prospects in Europe.

Transportdeal.com will provide you with a list of prospects. You will contact the prospects by email and/or phone and offer them our logistics services by gathering information about the prospect's needs and current prices and then offering the same or better service(s) for a better price. This includes cost-benefit analyses together with the prospect.

#### Responsibilities

- Present, promote and sell products/services using solid arguments to existing and prospective customers.
- Perform cost-benefit and needs analysis of existing/potential customers to meet their needs.
- Establish, develop and maintain positive business and customer relationships.
- Reach out to customer leads through cold calling.
- Achieve agreed-upon sales targets and outcomes within schedule.
- Coordinate sales effort with team members and other departments.
- Analyze the territory/market's potential, track sales and status reports.
- Continuously improve through feedback.

#### Requirements and skills

- Proven work experience as a Sales Representative.
- Excellent knowledge of MS Office.
- Familiarity with CRM practices along with the ability to build productive business professional relationships.
- Highly motivated and target-driven with a proven record of accomplishment in sales.
- Excellent selling, negotiation, and communication skills.
- Prioritizing, time management, and organizational skills.
- Relationship management skills and openness to feedback.
- Fluent in English.

#### Working hours and Salary

Work will initially be done from home. An office is being prepared in Tbilisi.

Working hours 09.00 -17.00 CET (Central European time).

Lunch 12:00 – 13:00.

Salary begins at 1800 GEL + Bonus/commission + Benefits (Pension, insurance etc.).

If the minimum sale target is reached (5 customers/month) the bonus should be around 775 - 1240 GEL. You should be able to get 10 customers/month.

Contact

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Send us your resume

Send us your resume or/and questions to [jad@transportdeal.se](mailto:jad@transportdeal.se)

## Contacts

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