



**LACHS**  
Becomes  
**Challenge  
Handling**



More Cargo Capacity  
with  
New Warehouse

Opening Soon

Challenge accepted



## Sales Agent

### Job Purpose :

Increasing Airline performance: income & profit from the relevant market by working with variety of business partners while locating, developing, defining, negotiating, and closing new and existing business relationships.

### Responsibilities :

- Maintain and develop business relationships with current set of customers.
- Significantly increase the customers' span, including focus on B&C customers.
- Identify and assess customers' needs to achieve satisfaction.
- Responsible for increasing tonnage and REV from existing customers.
- Develop and promote special non-standard cargo "verticals".
- Maintain key customer relationships, develop, and implement strategies for deepening the relationships with current customers as well as expanding the company's customer base in the region.
- Become an expert with respect to the market and the competition.

### Job requirements :

- *Education :*
  - o Minimum requirement: High School Diploma
- *Experience Skills and Personal Attributes :*
  - o Minimum of 1-3 years' experience in Business / Sales positions.
  - o Experience in Cargo airline / Freight Forwarder companies/ GSA.
  - o Very good negotiating skills.
  - o Excellent written and verbal communication skills.
  - o Excellent teamwork skills.

- Open minded and willing to learn.
- Energetic with strong work ethic.
- Ability to execute on multiple priorities in a fast-paced environment.
- Ability and willingness to travel abroad.
- Fluent in English(basic) is a must.

**Ready to join a growing international air transportation company and an ambitious and innovative team? Apply today by sending your CV with a cover letter to [job@lachs.be](mailto:job@lachs.be) and we will be in touch soon.**