

Sales Officer

Summary

Permanent contract

37 office hours per week

Position

Sales Officer for COASTAIR Group, active in Air Cargo sector

Languages

English

French

Any other language is an asset

Salary package

Attractive salary in accordance with company's standard payroll

Meal vouchers (8€ per working day)

Pension plan and hospitalisation XL

Location

Rue Saint-Exupery 9/8, 4460 Grâce-Hollogne, Belgium

Contact

Aurora Mosele
HR Manager
hr@coastair.be

COASTAIR Group

Established since 25 years, COASTAIR is a full-service airfreight agency offering worldwide cargo solutions using scheduled and charter flights.

With our own 8000 square meter Skyhouse warehouse located in Tongeren, as well as our more than 9000 square meter project in Grâce-Hollogne (warehouse and offices), we provide a wide range of air freight solutions to freight agents, freight forwarders and Airlines companies.

As a neutral air freight agency, we offer a "human" and "personalized" approach to each freight. Shipments may come in different shapes and sizes, but our mission is to treat them as if they were our own.

Job Context

He/she is responsible for selling Coastair Services, to organize, structure and practically carry out the Sales tasks. In addition, this department contributes to the image building of the organization by focusing on satisfied customers and prospects.

Job Purpose

The purpose of the Sales Officer's work is to plan, organize and follow up on the operations of Sales projects.

Responsibilities

- Maintaining customer relationship
 - o Daily quote through customized / "out of the box" approach
 - o Present, promote and sell products/services using solid arguments to existing and prospective customers
 - o Establish, develop and maintain positive business and customer relationships
- Perform cost benefit and needs analysis
 - o Of existing/potential customers to meet their needs
 - o Collect sales figures and supply management with figures, activities, interests and services
 - o Perform database, maintain and develop the list of clients
- Know your market
 - o Analyze territory and market potential, track sales and status reports
 - o Keep abreast of best practices and promotional trends

and may be supplemented by tasks that are related to your knowledge, capacities/abilities and linked to the work environment

Job Requirements

- Selling, communication and negotiation skills
- Dynamic
- Positif
- Open-minded
- Flexible
- Able to prioritize
- People oriented
- Stress resistant

Other

Driving License is desired
Clean criminal record

