

# Sales Consultant

Our consulting team advises every day on current and future challenges in order to develop holistic solution approaches from strategy to implementation in close cooperation with our clients. We are looking for a *Sales Consultant* with strong communication skills for our fast-growing *Freight Cost Optimization (FCO)* division.

## YOUR AREA OF RESPONSIBILITY:

- You identify relevant prospects in the area of freight cost optimization
- You actively approach companies to determine the responsible contact persons
- You acquire clients in the area of FCO both on the phone and at events
- You actively build up your own customer base and support existing clients
- You will be responsible for the entire clients care process, from acquisition and needs analysis to the conclusion of contracts

## YOUR PROFILE:

- You have at least 2 years of professional experience in a forwarding agency and have sales experience
- Communication is your great strength
- You have no inhibitions to approach people without prior contact (cold calling)
- You are business fluent in German and have a good command of English
- You are flexible and willing to travel
- You are a real team player

## YOUR BENEFITS:

- Become part of our young, dynamic team and let us celebrate success together
- Receive attractive, performance-related bonus compensation
- Enjoy the pleasant working atmosphere in the historic castle with an amazing view
- Join us on our legendary annual company events
- You can expect a permanent position and 29 days annual vacation

If you are enthusiastic about working in a team, have strong sales skills and are looking for continuous development, we are looking forward to receiving your application!

Are you interested? Then send us your application letter, CV and references by e-mail to [recruiting@tvkconsult.com](mailto:recruiting@tvkconsult.com). We are looking forward to meeting you.

In case you have any questions, you can reach us at +49 2159 995 30 00 or at [recruiting@tvkconsult.com](mailto:recruiting@tvkconsult.com).

You can also get a first impression of us and our work on our homepage: [www.tvkconsult.com](http://www.tvkconsult.com)