

**General**

A person with well-developed relationship building skills like honesty, integrity, strong communication skills and who is passionate about logistic service provision. The right candidate has to have a can do and customer centric attitude. Strong business development/sales experience that includes developing new customers through prospecting and cold calling; demonstrate experience of consistently winning business through solving problems and adding value to a customers' or suppliers' business.

**Experience**

- Track record in consultative selling services or solutions for customers
- At least 10 years' experience in a similar sales position developing and managing leads in Logistic asset management services in Industries like Building & Construction, Packaging, Chemicals, Distribution and/or Food & Beverage.
- Managed complex long-term projects that require high analytical skills; within sizeable and diverse teams and influencing change in matrix / cross-functional environment
- Experience in handling and overturning objections and converting into sales
- Used being based 'on the road' e.g. prospecting, planning travel and selling to Multinational clients on a face-to-face basis as well as online through Teams or equivalent.
- Experience of successfully handling multiple pipelines at once and using a CRM system to record accurate customer data

**Qualifications**

- Minimum Bachelor's degree in relevant business area like for example International Business Management/Administration; Supply Chain Management or Logistics Management
- Sales Process Methodology with proven track record and knowledge of and worked with CRM systems
- Excellent communication and negotiation skills and skilful with multi-discipline decision makers at the customer
- Good appearance, presentation skills, sociability and high degree of self-drive
- Willingness to travel
- Fluent German and English language in writing and speaking
- Knowledge of finances e.g. understand cost of logistic assets relative to total costs; cost calculations

**Skills and Knowledge**

- Strong senior level solution selling and relationship building capabilities; business knowledge and acumen; results-oriented, goal alignment approach
- Strategic thinking, ability to develop and drive a concept through to commercial offer. Able to stand back and review data/information to see the 'big picture'
- In-depth understanding of the essence of logistic means within the Supply Chain and the environmental aspects of recovery for reuse
- Persuasiveness; ability to hold, inspire and influence employees at all levels and challenge senior management with good understanding of Leading Market Practices where appropriate
- Recognise, manage and respond rapidly to changing/competing priorities
- Having a 'can do' attitude, mindful always of the customer and their needs; willing to learn about customer businesses, e.g. processes, products, limitations and curious in approach

- Self-aware and reflective about successes and failures e.g. focuses on facts and evidence rather than telling a nice 'story'
- Expertise in managing a sales funnel and use of sales tools
- Willing to learn and follow internal processes, yet happy to suggest improvements
- Professional and ethical approach

Are you interested in working for 2Return? Then, send an e-mail at: **bewerbung@rotom.de**

If you have any further questions, please do not hesitate to contact Mrs. Susanne Pütz, telephone no.:+49 2274 706640 or by e-mail: [Susanne.puetz@rotom.de](mailto:Susanne.puetz@rotom.de)