



# BUSINESS DEVELOPMENT MANAGER (M/F/D) SEA- & AIRFREIGHT

 Hamburg

 Full-time

## WHAT WE OFFER YOU

-  Attractive offers for employees
-  Retirement provision & Capital-forming benefits
-  Health management (Hansefit), JobRad, social counseling
-  Regular company-wide employee surveys
-  Flexible working hours
-  Individual training and further education
-  Appreciation is our top priority
-  Compatibility of career and family
-  Promising workplace
-  Pleasant conversation atmosphere
-  Sustainable corporate development
-  Strong team spirit
-  Early assumption of responsibility
-  Short decision-making
-  Active participation in cross-divisional topics

## THESE ARE YOUR TASKS

- Manage new customer interactions including cultivating relationships, making customer calls and closing deals
- Identify, approach and track prospects in order to gain and drive customer opportunities
- Visit customers and potential clients within assigned territory 3-to-4 days per week
- Effectively execute commercial activities to meet or exceed weekly, monthly and annual expectations
- Maintains a strong commercial presence in the local marketplace, participating and interacting at regional events
- Remain engaged with customers to maintain relationship and ensure ongoing success of accounts in collaboration with local Branch Managers/Country Managers



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## #TEAMNOSTA

Diversity is a core value for us. That is why we want to promote the professional development of all people who want to achieve goals together with us. Regardless of age, ethnic origin, gender or disability, every application is welcome.

    
@NOSTAGroup

## CONTACT DETAILS

Recruiting Team  
+49 5485 96512-0  
[jobs@nosta-group.com](mailto:jobs@nosta-group.com)