

NOSTA Sea & Air GmbH

International

Business Development Manager (m/f/d)

NOSTA Group is seeking a results-driven and entrepreneurial Sales enthusiast to join our fast growing team as a Business Development Manager within our Global Sea & Air division in Hamburg

Your tasks are:

- 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

As a Business Development Manager, you'll be leading the charge in driving growth for our Global Sea & Air services by discovering and securing potential new customers for your Branch/Area. Your main task is to generate revenue and drive new business opportunities by presenting supply chain improvement proposals, closing deals, and engaging in virtual as well as face-to-face customer meetings while selling NOSTA solutions to the market place.

With your extensive commercial experience within Global Freight Forwarding and your strong relationship-building skills, you'll thrive in our open and dynamic environment, selling for a customer centric fast growing organization offering flexible and reliable logistics solutions, alongside a team of highly skilled logistics professionals.

As the ultimate goal of this role is to further expand our customer base and increase revenues, you'll have a unique opportunity to make your mark on our growth journey while working closely with our entire commercial team and other support functions, making this an exciting and collaborative growth opportunity.

Ansprechpartner



Tim Baalmann
HR Business Partner

Tel.: +49 (0) 5485 96512 -539

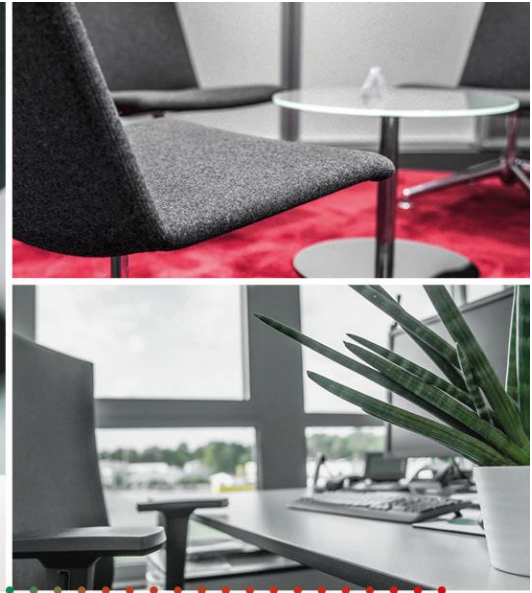
E-Mail: Karriere@nosta.de

NOSTA Group
Buchenbrink 1
49086 Osnabrück

Das sind wir:



NOSTA Employer
Branding Film



NOSTA Sea & Air GmbH

These are your Qualifikations:

- A proven track record with focus on new business development including cold calling, setting up appointments, presenting and meeting with potential customers, driving opportunities through to closing the deal
- A lot of experience in sales and account management experience from within the Logistics industry (Sea & Air) and an advanced knowledge of logistical concepts and supply chain terminology
- Knowledge and understanding of the general sales planning process with a keen sense for business development with a clear "hunter" mentality
- Robust relationship building skillset both with customers and inter-company relationships
- Self-starter with the ability to function independently as well as in a team environment
- Ability to Interpret how multiple factors effecting market conditions could impact a customer's supply chain and can deliver a persuasive case for change
- Proficient in Microsoft Office Suite of programs and excellent communication and presentation skills
- Ability to multi-task, prioritize, and manage time effectively while paying attention to detail
- Ability to persuade, motivate, and influence others and values a customer centric and inclusive work environment
- Self-driven, results-orientated with a positive outlook and clear focus on high quality and business profitability
- Fluency in English

These are your Benefits

- A customer-centric, collaborative and passionate workplace
- A competitive compensation package
- An opportunity to make a real impact on our growth journey
- Opportunities for career growth

Our Values – Basis of Our Thinking and Activities

Respect, integrity, trust, sustainability and responsibility – these are the 5 values central to our company philosophy. We always treat our customers, business partners and our colleagues with respect. We maintain partnership-based, trusting co-operations and take responsibility for our actions for society and the environment.



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