

Job Offer



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Job Title	Area Manager Sales
Department	Sales & Marketing
Location	Frankfurt am Main

TRAXON Europe is the world's leading provider of innovative value-added services to the airfreight industry in the field of e-communications and automation. Since 1991, TRAXON Europe works in close cooperation with its customers to find innovative solutions and anticipate their needs. For further consistent development of our business in growing and emerging markets we look to complement the team in our Headquarters in Frankfurt am Main with an

Senior Area Manager Sales

To be considered as a successful candidate for this position, you should have the following education or relevant experience:

- B2B sales personality for at least 3 years
- Experience in selling products requiring explanation, such as IT services
- Preferably relevant industry background in Logistics / Airfreight
- Sales character, business developer, relevant education/training, intercultural competence
- Analysis of markets and development of business cases
- Team leadership
 - Ability to lead small sales teams, agents and partners
 - strong sales methodology
 - Development and execution of market strategies
- Languages: both English and French on a high professional level

Tasks of the position:

- Sell specialized airfreight ITC-Services to airlines, freight forwarders, etc.
- Structured market approach in international (emerging) markets
- Build up new customers and introduce new products, (key-) account management
- Team Management within the Sales & Marketing Department
 - Management of small sales team
 - Sales planning, steering and controlling, guidance in sales methodology
 - Development and execution of Marketing- and Sales strategy for respective markets
- Responsible for complete range of sales activities
- International / intercontinental travelling

If this challenge appeals to you, we would be pleased to receive your complete application in English. You are invited to transmit those documents electronically.

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