

Sales Manager – Europe

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Company: Arcese

Location: Belgium

Category: other-general

Sales Manager – Europe

Location

Belgium

France

Germany

Italy

Poland

Romania

Contract type

Full Time

Departments

Sales & Marketing

At Arcese, the sales team is the engine that drives the global consumer reach of our logistics solutions.

To do that, we need the best talent on the market!

For our FTL business, we're looking for a **Sales Manager** for the **European market** .

YOUR CHALLENGE WILL BE:

Representing Arcese effectively with comprehensive knowledge of our offerings

Achieving business objectives by defining action plans based on analysis of performance data

Scouting new businesses opportunities and developing the existing ones

Diversifying our business and customer portfolio

WHO YOU ARE:

You know Sales Methodologies (eg. SPIN, MEDDIC, Value Selling)

You are a master with CRM (Dynamics is a plus)

You have the Net New attitude

You speak English and another language very fluent

You know one of these european markets (DE, ES, PL , BE, NL, RO)

Experience in logistic is a plus but not mandatory

Knowledge of Vertical/Industries (eg. tissue/paper, steel, packaging, FMCG, White goods, building material, row material) is a plus but not mandatory

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