

About Lubbers Logistics Group

What started in 1929 as a regional road transport company has grown into a global expert in transport and logistics. Lubbers Logistics Group is one of the most important players in specialized transport and logistics for the oil and gas industry in Europe. Over the years, our services have been extended to other complex industrial sectors. Lubbers Logistics Group has 18 international facilities and over 350 employees. With eighteen operational bases covering eleven countries, Lubbers is always close to their customers and available 24/7.

Lubbers Logistics Group consists of three business units: Road transport, Global Freight and Projects & Services. Lubbers Global Freight tailors the need of every industry and their specific needs for global logistics and freight forwarding. With our extended global network, regional knowledge and professional coordination between all parties involved, we guarantee our customers fast and problem free transport. Lubbers Global Freight in Turkey is looking for a:

Sales Representative

full-time - Istanbul

The opportunity

In this challenging position you are mainly focusing on generating new business. You are also maintaining contact with our existing customers whilst you are exploring upsell possibilities.

Responsibilities

- Operate independently in the market;
- Building and maintaining the relationship network;
- Drawing an annual sales (turnover) plan and monitoring developments;
- Achieving sales targets;
- Making appointments with customers and prospects;
- Making visit reports with action plans;
- Ensure follow-up of these action plans;
- Taking care of presentations at prospects and customers;
- Assessing needs of customers and prospects and converting them into commercial activities;
- Good cooperation with office staff;
- Participate actively in all sales meetings;
- Participate in commercial activities such as trade fairs and open days.

Qualifications

- Vocational education;
- Proven commercial work experience;
- Affinity with transport and logistics;
- Target driven;
- Excellent communication skills;
- A commercial and entrepreneurial attitude;
- Willingness to work irregularly when required by the situation.

Interested in this opportunity? Please send your complete application, including a cover letter, CV and references to:

Wilma Beker
HR Manager
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For any additional information regarding this job description, please contact:

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