



Sales Executive Freight Forwarding

Prime Air & Ocean Cargo B.V. offers complete, logistics solutions, supporting customers worldwide with their transport and forwarding needs for perishable cargo. With multiple branches worldwide and a strong international network, you get the opportunity to become our team player. Innovation, collaboration and customer focus are central here, with plenty of room for your own development and success.

What is expected:

- At least MBO+ working and thinking level
- At least 3 to 5 years of sales experience in logistics forwarding
- The Dutch and English language, spoken and written
- Actively making contact with potential new customers
- You are available for for a full time job / 40 hours per week

What can you expect:

- Attractive salary and pension scheme
- 24 days holiday including 8% holiday allowance
- A temporary contract with the prospect of a permanent contract
- Opportunities to develop yourself as a Sales Executive and grow in your field
- An informal and international working atmosphere

As a Sales Executive at Prime Air & Ocean Cargo B.V., you are responsible for acquiring and expanding the customer base within air freight (import and export). By working intensively with the Air Forwarding department, you actively work on increasing market share. You receive leads, but you are also responsible for prospecting and following up on opportunities in the market. You keep a close eye on trends and market developments and know how to respond to them with appropriate sales strategies. Every day you plan and carry out customer visits, prepare and follow up quotations, and advise potential customers in the field of air freight. In addition to bringing in new customers, you build sustainable relationships that contribute to both short- and long-term successes. You are not afraid to make cold calls and know how to convert opportunities into concrete results. You also play an important role in after-sales, where you ensure the registration of rate agreements and inform internal departments about agreements made. Providing monthly sales reports is also part of your duties, with which you contribute to the transparency and progress of sales results within the organization

Are you interested in this vacancy? Then apply by sending your CV and motivation letter to:

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