

Cargo Sales Representative CHINA DEPARTMENT

Our growing company **Coastair Chartering** is looking for a talented and results-driven **Cargo Sales Representative** position to reenforce and develop our **CHINA DEPARTMENT**, to drive air freight business, and existing corporate accounts, and grow third-party broker sales.

Responsibilities and Duties

- Maintain and develop the list of clients held by the Sales Manager.
- Present, promote and sell products/services using solid arguments to existing and prospective customers
- Perform cost-benefit and needs analysis of existing/potential customers to meet their needs
- Establish, develop and maintain positive business and customer relationships
- Reach out to customer leads through cold calling
- Expedite the resolution of customer problems and complaints to maximize satisfaction
- Achieve agreed upon sales targets and outcomes within schedule
- Coordinate sales effort with team members and other departments
- Analyze the territory/market's potential, track sales and status reports
- Supply management with reports on customer needs, problems, interests, competitive activities, and potential for new products and services.
- Keep abreast of best practices and promotional trends
- Continuously improve through feedback
- Perform database changes to clients lists as instructed by the Sales Manager.
- Collate sales figures and enter the data accurately into spread sheets.
- Continuously improve through feedback

You will master

- Resolve issues quickly and effectively.
- Proven work experience as a Sales Representative
- Highly motivated and target driven with a proven track record in sales
- Excellent selling, communication, and negotiation skills
- Prioritizing, time management and organizational skills
- Ability to create and deliver presentations tailored to the audience needs
- Relationship management skills and openness to feedback

Location

HQ COASTAIR / SKYHOUSE

Liege Airport – Cargo North
Rue Saint- Exupéry 9/8
4460 Grace-Hollogne

Working schedule & contract details

- This is a full-time position requiring approximately 37 hours per week.
- Monday-Friday: office hours.
- Fixed-term contract, aiming for a permanent contract.

You are

- **Bilingual Chinese / French or English**
- Passionate about sales
- people-centered, supportive and flexible in order to get the most of his/her directives.
- be a natural leader focused on inspiring fellow future team members and customers.
- Excellent interpersonal and customer service skills.
- Strongly committed to uncompromised customer service
- Able to meet schedules and deadlines as well as able to remain calm under pressure
- skilled to be gracious, pleasant, and have a service nature
- competent to perform with consistent accuracy, detail-oriented
- Ability to work in a fast-paced environment.
- Must be detail oriented and able to work productively, independently, and within a team
- Language skills an advantage
- Ability to prioritize a large number of tasks.
- Strong accuracy and attention to detail.
- High sense of urgency whilst retaining the capacity to remain calm under pressure.
- Able to communicate effectively with a wide range of clients, suppliers and colleagues

Salary package

- Coastair will pay you an attractive salary in accordance with the Company's standard payroll schedule.
- Standard home/work allowance
- Meal vouchers at 8€/working day
- Retirement plan and Hospitalization XL
- Mobile phone
- A friendly, fun and exciting environment surrounded by some of the best in the industry 😊

Are you looking for this type of job, then we are looking for you!
We look forward to receiving your detailed resume and motivation letter by email.

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