



Sales Representative

CoastAir Chartering Group

Established over 20 years ago, COASTAIR is a full-service airfreight agency offering worldwide cargo solutions using scheduled and charter flights. Based in our own 2,500 square-metre Skyhouse at Liege Airport, we provide a wide range of air cargo solutions to cargo agents, freight forwarders and airlines.

As a neutral airfreight agency, we offer a 'human' approach to every cargo uplift. Shipments may come in different shapes and sizes, but it is our mission to handle each one as if it were our own. We never have (and never will) treat cargo 'robotically.'

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

You are

- 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
- 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

Summary

Permanent full time contract

37 office hours per week

Mo to Fr with alternate weekend

duty

Position

Sales Representative for Coastair

Group active in air cargo sector

Language

English – French

Experience <1 Year

Salary package

Attractive salary in accordance with company's standard payroll schedule

Standard homework allowance

Meal vouchers at 8€/working day

Retirement plan and

Hospitalization XL

Mobile phone

Location

Coastair Chartering Group – HQ

Liege Airport – Cargo North

Rue Saint Exupery 9/8

BE-4460

Contact

Khodareva Marina

HR & Financial Manager

marina@coastair.be

+32 493 645 053