






## Sales Manager, In-House Sales & Ad-Hoc Business (f/m/x)

 AirBridgeCargo/AirFreight Logistics  
 Liege, Belgium  
 24.08.2021



POSITION SUMMARY	RESPONSIBILITIES	REQUIREMENTS
<p>Sales Manager for In-House Sales &amp; Ad-hoc Business is primarily responsible for attracting new business accounts, with focus on day-to-day spot market inquiries, requests for quotation, and project transportation requests. In daily coordination with Customer Service and Revenue &amp; Capacity control, he/she is also responsible for ongoing improvement of commercial efficiency of flights, monitoring daily flight performance and taking necessary measures to ensure achievement of per-flight revenue targets.</p> <p><b>Start date: asap</b>  <b>Work hours: full-time</b></p>	<ul style="list-style-type: none"> <li>• Achieve sales targets set by regional Management</li> <li>• Market and promote services of ABC to freight forwarding community in Belgium and Luxembourg</li> <li>• Gather information on sales practices of competitor airlines, conduct benchmarking, revise and suggest improvement to sales technics and pricing methods</li> <li>• Maintain daily contact with freight forwarders, handling inquiries, offering price quotations</li> <li>• Follow-up on quotations, project transportation inquiries, conducting analysis on market reaction to pricing methods</li> <li>• Support Sales Manager in communication with customers, handling inquiries, preparing sales reports</li> </ul>	<ul style="list-style-type: none"> <li>• Experience in cargo airline / freight forwarding industry</li> <li>• Experience in sales and marketing</li> <li>• Ability to perform structured, analytical, and autonomous work</li> <li>• Fluent in Dutch/French &amp; English (verbal and written)</li> <li>• Superior communication skills</li> <li>• Profound understanding of principles and methods of sales, pricing, and market dynamics</li> <li>• Analytical skills</li> <li>• Ability to work independently and in team</li> <li>• Ability to work under time constraints with tight deadlines</li> <li>• Ability to handle multiple tasks</li> <li>• Computer literacy (MS Office, Outlook, Cargo-Spot)</li> </ul>

### WE OFFER

In addition to standard benefits such as ECO and meal vouchers, Christmas bonus and vacation money we offer the opportunity to work in a growing company that values teamwork and a culture that motivates.

### WOULD YOU LIKE TO BE PART OF OUR TEAM?

**APPLY NOW!** Please, send a cover letter and your CV (in English) including your salary expectations to [hr.europe@airbridgecargo.com](mailto:hr.europe@airbridgecargo.com).



**We are really looking forward to meeting you!**

<http://www.airbridgecargo.com/>