

TNT European Leader in the Express Industry

TNT provides Business and Consumers Worldwide with an extensive range of services for their express delivery needs. TNT serves more than 200 countries and employees over 58.000 people.

Freight Coordinator (code:FC06/16)
(Head Office - Markopoulo Attica)

Purpose of Role:

To maintain and develop existing, and generate new Special Services business (freight field) by supporting Sales Channels. This business growth will be achieved through the implementation of strategic sales planning and co-operation with SME Territory Sales Teams and Major Accounts Teams.

Main Responsibilities:

- To gather competitor and customer data through indoor sales activities in order to create awareness of local market trend.
- Research and identify key customer segments and opportunities for Special Services - Freight and brief Sales Channels on the results.
- To maximize revenue opportunities and to manage internal and external customers' relationships in order to achieve the Special Services-Freight strategic goals.
- Maximise new business generation by responding promptly to the Sales Leads coming from Sales Channels and support field appointments where required.
- To perform all Special Services-Freight sales administration activities in order to maintain accurate information essential to sustain revenue and customer service.

The successful candidate must have the following qualifications:

- 5 years of work experience in a similar position
- High school qualification
- Business to business telephone and face to face selling skills
- Communication capability both internally and externally
- PC skills (Word, Excel)
- Fluent use of written and spoken English

Preferred experience and Knowledge:

- Strong market sector knowledge / awareness
- International express freight industry background (air-road-sea transportation)
- Proven track record of achieving sales targets (personal)

The company offers competitive remuneration package and opportunities for advancement in a rapidly growing multinational environment

To apply for the position please visit TNT's official website by clicking on the following link:

<http://tntforms.applymycv.gr/mainsite/careers.html>