

BECOME PART OF OUR TEAM!

Goldschmidt is an international group of companies and offers products and services for all aspects of tracks. Our expertise can be found in almost all railway infrastructures around the world. Every single member of the Goldschmidt team contributes to a sustainable and climate-neutral future every day.

Look forward to your dream job in the railway industry. Relevant for the future, crisis proof and with a genuine long-term perspective.

With a home based contract, we are recruiting with immediate effect for a:

PROFESSIONAL SALESPERSON/BUSINESS DEVELOPMENT PERSON (M/F/D)

YOUR TASKS

- Ownership and delivery of agreed sales budgets and forecasts
- Identify new business opportunities along with the maintenance and development of existing accounts
- Increase company's sales and profitability
- Ensure continuous improvement in level of knowledge and expertise in industry developments and convey this to colleagues
- Visiting customers to conduct face to face meetings

OUR BENEFITS

- Contributory company pension
- Annual bonus (not guaranteed)
- Company vehicle
- Annual Salary Review (not guaranteed)
- 33 days paid leave (including bank holidays)

YOUR PROFILE

- A degree qualification or equivalent and a minimum 3 years' work experience in sales
- Strong commercial acumen and a consultative and honest approach to securing sales of technical products and services
- Drive and ambition required to carry out autonomous function and to deliver key business targets
- A background in the Railway industry would be advantageous but is not essential
- Demonstrable experience delivering exceptional customer service, sales growth and customer retention
- Ability to communicate at all levels within an organisation
- Excellent communication skills both written and verbal
- Computer literate with experience in Microsoft Office
- A full driving licence is essential

You are looking for a challenge in an exciting, international environment and enjoy goal-oriented work in a dynamic team? Then apply for the Goldschmidt team, preferably by e-mail.

INTERESTED? Your contact person:

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