

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.

Located in our Rainham, Essex facility, we are recruiting with immediate effect for a:

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

YOUR TASKS

- Developing 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

OUR BENEFITS

- The position will be primarily office based at our premises in Rainham, Essex but may include some customer visits (UK only) where necessary
- To provide a good work/life balance the position will be Monday – Friday, broadly 08:15 till 16:00
- Competitive salary
- Company pension scheme
- The use of a fully expensed pool car when necessary
- 25 days annual leave plus UK bank holidays (33 days paid leave total)

YOUR PROFILE

- Degree qualification or equivalent, minimum 5 years' experience
- Outstanding track record of sales and business development within a technical arena and delivering exceptional customer service, sales growth and customer retention and solid experience of selling technical solutions and services
- Excellent communication skills both written and verbal, must have the ability to communicate at all levels within an organisation
- Proficient in Microsoft Office Suite including Word, Excel, PowerPoint etc.
- Background in the Railway business would be advantageous but not essential
- Full UK driving licence

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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