



JOB DESCRIPTION - SALES REPRESENTATIVE

Job title: Sales Representative

Department: Sales

Location: Wrocław

Hours: Monday - Friday, 40 hours per week
(flexible start/finish times)

Main purpose of job: To increase market exposure and penetrate new business opportunities through national and international prospects.

Responsible to (manager/post): Group Sales & Marketing Director

Responsible for (staff/jobs): None

Key job responsibilities

- Generate new business across multiple sectors
- Identify new business opportunities via territory planning and diary management
- Manage sales and account development opportunities, using our customer relationship management system
- Identify opportunities for campaigns, services and distribution channels that will lead to an increase in sales
- Ensure a pipeline of opportunities through lead calling and prospect qualification
- Use knowledge of the market and competitors to identify and develop our unique selling points
- Plan pitches and work with all stakeholders to develop proposals that meet the client's needs
- Attend industry functions, such as exhibitions and conferences, and provide feedback and information on the market and trends
- Meet personal targets agreed on an annual basis

Competencies required to do the job

 IT SKILLS	 ORGANISATION	 CUSTOMER SERVICE	 SELF-MOTIVATION
<ul style="list-style-type: none">• Outlook/email 4• Word 4• Excel 4• Powerpoint 4	<ul style="list-style-type: none">• Task prioritisation 5• Territory management 5• High volume experience 4	<ul style="list-style-type: none">• Excellent telephone manner 4• Ability to build strong relationships 4• Strong negotiation and closing skills 4	<ul style="list-style-type: none">• Ability to work on own or within a team 4• Self-motivated 4• Client-centric 5

Any technical job-related skills

- Two/three years' sales experience - field sales is desirable

Join the team

Apply now, [send your CV](#) to us today!

Thank you for considering Priority Freight as an employer and we look forward to hearing from you.

About Priority Freight

Priority Freight is an award-winning leading provider of time-critical logistics solutions, where speed and flexibility come as standard. As a strategic partner for clients, the company's mission is to provide expedited logistics solutions on behalf of major global manufacturers and their suppliers - often in emergency and crisis scenarios. Priority Freight's logistics staff truly are experts in their field; tailoring to the needs of each client. Their reaction time to customer orders is among the quickest in the industry, in under 15 minutes.

With teams operating from several strategically-located offices across Europe; these logistics specialists are constantly under pressure. Utilising a global network of strategically located partner companies, they plan routes and co-load shipments to provide the most rapid, cost-efficient and reliable solutions, whilst minimising the company's carbon footprint. The combination of their experience and state-of-the-art technology means 99.6% of Priority Freight deliveries are completed on-time.

Priority Freight's logistics teams provide this operational support to its clients regularly, with the ability to organise anything, anywhere – in the most extreme conditions. It is their dedication to beating deadlines and exceeding expectations that has made the company the expedited logistics provider of choice.