

## Ocean&Air - Field Sales Specialist

[Apply Now](#)

Company: AsstrA

Location: Istanbul

Category: other-general

### Field Sales Specialist

AsstrA is an ambitious **team of 24 countries** . More than **1,400 employees** work in Europe, CIS countries, Asia and the USA. For **more than 28 years**, AsstrA has been offering a full range of transport and logistics services: road, sea, rail, air and intermodal transportation, customs services, cargo insurance, etc. With the rapid development of the business and the opening of new offices in Europe and Asia, we offer you excellent opportunities to build a successful career, improve or acquire new logistics competencies.

#### Responsibilities:

Searching for and attracting new customers within the framework of its specialization, including.:

Sales List elaboration; news processing;

Independent search (personal acquaintances, internet search, CRM search);

Participation in exhibitions, conferences.

Active sales of products and logistics services of AsstrA group of companies to potential and actual Customers (new up to 1 year), incl.:

Initiating communications, including making cold calls, conducting negotiations, correspondence via e-mail / messengers;

Recording of activities in the CRM system (call, mail, meeting) and timely fulfillment of tasks;

Identification of needs and creation of new opportunities in CRM;

Receiving a request from a customer and creating a quota in CRM;

Formation, discussion of a commercial offer to get a response from the customer on the proposed conditions;

Organization of transfer to real consumers and agreement of terms of cooperation;

Active participation in customer tenders;

Fulfillment of personal targets.

**Skills/Qualifications:**

Bachelors degree

Relevant experience in international logistics sales.

Good level of proficiency in English and/or another foreign language .

PC knowledge (Excel, Word and others)

High communication skills and result orientation.

Readiness for cold calls.

**What We Offer:**

A central and peaceful location in World Trading Center, Istanbul/ Yenibosna

Opportunity to join a fastly growing organization where you can enrich your career and improve your skills

Modern, transparent and responsive management

The chance to grow and develop together (online professional courses/language courses)

Other regular benefits, including health insurance, transportation, etc.

“Birthday Party” – extra day off

Referral program “Refer a friend” and Idea contest.

Swiss vacations for Best employees.

[Apply Now](#)

#### Cross References and Citations:

1. [Ocean&Air - Field Sales SpecialistInterior design jobs Jobs Istanbul Interior design jobs ↗](#)
2. [Ocean&Air - Field Sales SpecialistNeurologist jobs Jobs Istanbul Neurologist jobs ↗](#)
3. [Ocean&Air - Field Sales SpecialistMumbai jobs Jobs Istanbul Mumbai jobs ↗](#)
4. [Ocean&Air - Field Sales SpecialistSearchuk jobs Jobs Istanbul Searchuk jobs ↗](#)
5. [Ocean&Air - Field Sales SpecialistScrum jobs Jobs Istanbul Scrum jobs ↗](#)
6. [Ocean&Air - Field Sales SpecialistSearch Australian jobs Jobs Istanbul Search Australian jobs ↗](#)
7. [Ocean&Air - Field Sales SpecialistWork jobs Jobs Istanbul Work jobs ↗](#)
8. [Ocean&Air - Field Sales SpecialistBaghdad jobs Jobs Istanbul Baghdad jobs ↗](#)
9. [Ocean&Air - Field Sales SpecialistLondon jobs career Jobs Istanbul London jobs career ↗](#)
10. [Ocean&Air - Field Sales Specialist Tourism jobs Jobs Istanbul Tourism jobs ↗](#)
11. [Ocean&Air - Field Sales Specialist Kashmir hub Jobs Istanbul Kashmir hub ↗](#)
12. [Ocean&Air - Field Sales Specialist Data scientist jobs Jobs Istanbul Data scientist jobs ↗](#)
13. [Ocean&Air - Field Sales Specialist Video platform job listings Jobs Istanbul Video platform job listings ↗](#)
14. [Ocean&Air - Field Sales Specialist Jobs search Jobs Istanbul Jobs search ↗](#)
15. [Ocean&Air - Field Sales Specialist Psychologist jobs Jobs Istanbul Psychologist jobs ↗](#)
16. [Ocean&Air - Field Sales Specialist Entertainment jobs near me Jobs Istanbul Entertainment jobs near me ↗](#)
17. [Ocean&Air - Field Sales Specialist Muscat jobs Jobs Istanbul Muscat jobs ↗](#)

18. **Ocean&Air - Field Sales Specialist Viennajobs Jobs Istanbul Viennajobs ↗**
19. **Ocean&air - field sales specialist Jobs Istanbul ↗**
20. **AMP Version of Ocean&air - field sales specialist ↗**
21. **Ocean&air - field sales specialist Istanbul Jobs ↗**
22. **Ocean&air - field sales specialist Jobs Istanbul ↗**
23. **Ocean&air - field sales specialist Job Search ↗**
24. **Ocean&air - field sales specialist Search ↗**
25. **Ocean&air - field sales specialist Find Jobs ↗**

Source: <https://tr.expertini.com/jobs/job/ocean-air-field-sales-specialist-istanbul-asstra-12a29dd592/>

Generated on: 2024-05-02 by Expertini.Com