

Job Description / Sales & Marketing Manager



DEPARTMENT: Sales & Marketing (Tanks)	DATE: December 2015
LOCATION: Germany	Region covered: Germany, Switzerland & Austria
REPORTS TO: VP, Sales & Marketing	Line Manger Duties: n/a
Qualifications Required: University degree or equivalent	Key Communications: Customers and colleagues

Company Overview

We are a privately owned, entrepreneurial leasing company founded in 1997 with a fleet of 150,000 TEU comprising of dry freight containers, reefers and tank containers. We have a worldwide customer base servicing shipping lines, including some of the top 25 global shipping lines, the chemical and food manufacturing industries as well as the logistics sector. Some of our major customers include MSC, CMA CGM, APL, Yang Ming, Arkema, Bayer, Cosco VOTG, Hoyer, Monsanto and Sasol. With our flat organization structure we are able to turnaround decisions quickly and offer customers flexible leasing services.

The successful candidate can expect to be enrolled into the Company's Bonus Scheme. Health care and other benefits are also provided as part of the remuneration package depending on the position in the Company.

Job Summary

This sales role requires the candidate to be expert on all facets of account management to develop business with existing Key Accounts. In addition, target new business with new customers in line with company's growth strategy. Time will be spent contacting customers using the CRM to keep information up-to-date. Administrative duties will include submitting internal documents for credit approval in accordance with the company's SOPs whilst updating the CRM.

What we're looking for

- Someone with excellent negotiation skills who can price lease contracts
- A person who has both the industry contacts and strong relationships with chemical producers and tank operators alike
- An experienced manager who has the application to make good business decisions
- A hard working and positive individual with the tenacity to get the job done
- Someone able to travel frequently within the territory
- Someone who is fluent in German

Job Responsibilities

- Develop the tank leasing division by increasing business with new and existing customers
- Increase good creditworthy business through expansion of local chemical producers and other niche markets
- Maintain a sales pipeline report of open deals using the CRM
- Use the strong relationships to grow business with Key Accounts
- Support the global Key Accounts at local level
- Carry out the necessary due diligence on each Account according to the Company's SOPs
- Use the company CRM to maintain customer information and effectively manage relationships
- Telephone cold calling sales and regular customer face time
- Entertain customers as necessary to build relationships and develop business
- Follow up on incoming enquiries for leasing business
- Support Account Receivable dept. according to the company SOPs
- Manage lease contract renewals using the CRM
- Submit documents internally for new credit applications and existing customer credit reviews
- Provide monthly market reports summarising key market indicators
- Liaise with the region's agency network to increase sales productivity as necessary
- Flexibility to deal with the requirements of a global business
- Attend company meetings and industry events as necessary

Send us your CV to hr@unitas.bm and apply today!

Please be advised that only applicants who are invited for an interview will be notified.