



# Would you like to have the whole world as your office?

Martin Bencher France is looking for a Business Development Manager.

Would you like to call Shanghai in the morning and Sao Paulo in the afternoon? Are you self-driven, highly motivated, dedicated, creative, willing to walk the extra mile and still never lose your smile? Then you are exactly the person we are looking for.

## About the department

You will be joining our office in Marseille, which just moved into brand new premises. You will mainly be in contact with the French companies, but also with the customers and suppliers in Italy, Spain and Portugal. In your daily work, you will communicate with agents and clients from around the world handling door-to-door shipments.

## The job

You will be working with all aspects within the project forwarding industry including:

- Business development for France
- Establishing, maintaining and expanding the customer base
- Strengthening and in charge of key- and new accounts
- Evaluating and elaborating tender and requests for quotes
- Developing sales strategies and setting targets
- Procuring and evaluating offers from sub-contractors
- Executing and supervising both domestic- and international transports, cross trades, import and export for FCL and turnkey projects
- Profit/loss responsibility (control expenses and monitoring budgets)
- Generating statistics for company to determine if sales goals have been met
- Travelling both locally and globally on a regular basis

## Your qualifications

- o You are either educated in the field of forwarding/logistics and/or International business or you have at least 2 years working experience
- o You are responsible, hardworking and energetic
- o You can work in a structured and organized way, but also keep an innovative mind
- o You are not intimidated by stressful situations
- o You are a team player, but can also carry out assignments independently
- o You like to negotiate and to deliver results
- o You are proficient in spoken and written English



- Knowledge of Italian or Spanish language is a benefit
- Interested in working with different cultures and work ethics
- Motivation for business development
- Excellent sales and negotiating skills
- Strong market knowledge and business sense
- Excellent written and verbal communication skills
- Fluent in both written and oral English
- Self-driven and highly motivated
- Sales planning
- Ability to motivate
- Punctual

**Martin Bencher offers**

- A company culture we are proud of
- A young and dynamic team
- A company in constant development and growth
- Great amounts of freedom and responsibility
- A bonus system based on both your and Martin Bencher France success

The position is available now, however if you will only be able to start later on this year please do not hesitate to apply anyway as you might be the perfect addition to our team.

Work Location: Marseille, France

Application deadline: as soon as possible

You are welcome to send your application to

Floris Schorsch

General Manager

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