

Business Development Executive - German Speaking

C4 Logistics are a supportive and dynamic company, specialising in time critical transports and customs brokerage across the UK, Europe and worldwide. Due to recent expansion of our product range, we are looking for a new **German Speaking Business Development Executive** to focus on sourcing new business within the German market.

This is a **full sales cycle role**, encompassing lead qualification, product demonstration and sale closure. All of your lead qualification, product demos and sales will be done over the phone/online so it is essential that you are both comfortable and confident on the telephone.

Our ideal candidate will be someone with previous outbound sales experience who is willing to hunt for and secure new clients.

Key Duties

- Making outbound calls (from cold, warm and hot leads) to connect with our prospects
- Conducting product demos online
- Acquiring new business customers as well as up-selling to existing customers and chasing referrals
- Keeping and maintaining accurate customer information using the company's CRM
- Conducting service calls to existing customers in order to up-sell/ gain referrals

Important Information

- **Fluency in both spoken and written German** is essential for this role
- This role can be fully remote or hybrid/in-person at our headquarters in Coventry
- Hours of work: Monday – Friday 7am - 4pm

Our Required Skills and Experience

- Fluent in both spoken and written German
- Professional & confident on the phone
- At least 2+ years' experience in a similar role
- Strong negotiation skills
- A high level of self-motivation

What C4 Will Offer To You

- Basic salary of £27,000 - £37,000 (negotiable based on experience)
- Uncapped commission scheme based on acquisition of new business
- Additional monthly performance bonus
- 30 days holidays inclusive of bank and public holidays plus the option to purchase additional days.
- Company pension scheme
- Free eye tests

Apply Now!

Send your CV and contact details to HR@c4logistics.com