

AutoGlobalTrade AG is a dynamic, international vehicle trading company. The company supplies business clients in over 90 countries worldwide with premium cars.

To supplement our Business Development Team, we are looking for a motivated colleague, who is team and customer oriented, likes to embrace new challenges and is committed to achieve joint success.

Automobile B2B Sales Specialist 100%

Your tasks:

- Source potential customers and create additional sales in assigned regions
- Create and update your calling list
- Daily introduction by telephone (40 calls per day) and follow up by email
- Report verbally and in writing to the Sales Manager
- Attend and actively participate in weekly sales meetings
- Update management about new conditions, regulations in target markets
- You will be engaged in business development & sales support activities for selected countries

Your qualifications & competences:

- Commercial or Sales Degree
- At least 3 years of B2B automotive trading experience in an international sales environment
- Fluent English is mandatory, every other language is an advantage
- Knowledge of sales methods, resourceful and creative in acquiring new potential clients
- Proven track record in sales
- Proficient in relevant computer applications, call center systems and MS Office
- You are self-motivated, result-oriented and have a 'can-do' attitude
- Discipline, ability to manage your time and prioritize assigned tasks are your strengths
- Excellent communication, negotiation skills; confident and convincing on the telephone
- **You are in possession of a valid work permit in Switzerland**

We offer:

- Fair salary and additional monthly bonus based on performance
- Ongoing career opportunities with a fast growing group of companies
- Work on the international scale within a young and dynamic team
- Multinational office atmosphere with subsidiaries in Mexico and Germany

Please submit your application by e-mail in English to Ms. Cristina Sogne, cristina@autoglobaltrade.com. Successful candidates will be contacted with the invitation for the first interview by e-mail or phone. Any applications sent by post will not be processed or returned.

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