

YOUR CAREER @leogistics

SALES CONSULTANT CLOUD LOGISTICS SOLUTIONS (f/m/d)

Part-/full time

Leading and global partner in the design and implementation of digital software solutions for logistics and supply chain management: leogistics GmbH creates unique and future-proof logistics solutions for its clients. Quality, service and the ability to innovate are at the heart of everything we do. We challenge the status quo of supply chain management and, as strategic partners to our clients, prove time and again that it is possible to improve any process.



Your Project

- > You have a well-developed network and are skilled in attracting new clients and supporting our existing clients of our cloud logistics solution myleo / dsc.
- > You coordinate all sales activities from the first contact to the order placement.
- > You act as a know-how leader along the logistics process chain and are a trustworthy contact person for our clients.
- > You discuss requirements, goals and challenges of potential clients and identify and present suitable solutions based on our portfolio.
- > You prepare offers on your own and conduct contract negotiations.
- > You will work closely with the sales team, our functional departments and management to develop new opportunities and strategies that will lead to further opportunities.
- > You will support the team in activities such as webinars, client event, trade fairs, etc.



Your Profile

- > You have experience selling SaaS solutions integrative with SAP ECC 6.0 or S/4 HANA.
- > You have already successfully sold SaaS products in the area of transportation management and bring experience in value selling or SPIN selling.
- > You have an understanding in logistical processes, especially in transport and warehouse logistics.
- > You are able to recognize processes and its correlations quickly and illustrate them visually to show them to clients in a way that is easy to understand..
- > You are characterized as a strong, empathetic person who is client-oriented.
- > You are open to travel to the clients.
- > You are business-fluent in German and English.



Our Benefits

Our colleagues are allowed to work where they feel most at home: We have been working in virtual teams all over Germany for over ten years. And if you are looking for personal dialogue: We maintain personal contact through our four offices in Hamburg, Heidelberg, Leipzig as well as Marktredwitz and furthermore it is possible to use the office spaces of our holding company cbs in Dortmund, Freiburg, München and Stuttgart.

- > Flexible working hours at home office and various locations.
- > Interdisciplinary exchange in our Expert Communities.
- > Individual, long-term professional and personal development.
- > A connected corporate structure adapted to the day-to-day project work.
- > A motivating, team-oriented and interdisciplinary work environment.
- > Short decision-making channels - we encourage boldness and responsibility
- > Learn from and grow with the best in the industry.

Not every point fits your profile?

Apply anyway and inspire us with your letter of motivation. We don't expect you to already know everything - just bring enough courage and passion to familiarize yourself with our topics. Our Team will help you!

LOOKING FORWARD TO YOUR APPLICATION

via e-mail with your possible start date and salary expectations.



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